

Your growth is our business.

On the road to a bright
future in Erie County.

**Erie County
Business
Assistance
Directory**



Welcome to the Erie County Business Assistance Directory

I am pleased to share with you our Business Assistance Directory, which lists the many resources available to help your business grow and prosper in Erie County. This Directory can be a valuable asset toward understanding the services provided by Erie County government and our partner agencies.

Your growth is our business.

Our vision is that Erie County will be a world-class community where people want to live, businesses want to locate and tourists want to visit.

We are fortunate to have aggressive federal, state and local economic development resource partners whose relevant programs can assist your business. There are many diversified products and services available to help Western New York businesses remain competitive and profitable. These range from financing to workforce training, to green energy and market development assistance, to start-up business planning and strategic operations analysis.

On the road to a bright future in Erie County.

To find out more about the specific programs that will help your business grow and prosper, contact the Erie County Industrial Development Agency at 716.856.6525 or visit growth.ecidany.com. We look forward to answering your questions and discussing your individual needs.

Sincerely,



CHRIS COLLINS
Erie County Executive

Programs ECIDA can help you implement include:

Workforce Training Programs

- Skills Upgrades
- Shared Work Programs
- Current Job Postings
- Professional Skills Certification

Low-cost Financing

- Working Capital
- Equipment Purchases
- Real Estate Acquisition
- Venture Capital Financing

Investment Incentives

- Property Tax Abatement
- Sales Tax Abatement

Federal and State Economic Development Assistance

- Small Business Administration Loan Programs
- Empire Zone
- Brownfield Assistance
- Government Procurement Assistance

Energy Assistance

- Low-cost Power
- Energy Efficiency Programs
- Green Technology
- Renewable Energy Programs

International Programs

- Market Development
- Export Financing
- Export Credit Issuance
- International Trade Shows
- Export Market Assistance
- International Market Research

Small Business Assistance

- Business Plans
- Mentoring Program/Entrepreneurial Leadership
- Micro Loans

Business Efficiency Programs

- Lean Manufacturing
- Six Sigma Training
- Manufacturing Process Layout



Erie County Business Assistance Directory

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VISION STATEMENT:

Erie County will be a world-class community where people want to live, businesses want to locate and tourists want to visit.

MISSION STATEMENT:

Erie County provides a broad range of services utilizing best practices assuring that taxpayers receive value and the community achieves our long-term vision.

Disclaimer: The descriptions used in the Directory were abstracted and modified from brochures and/or publications in order to keep the Directory from becoming a giant publication. The descriptions are only intended to give the user a flavor of what each organization can offer. It is strongly suggested that a user contact an organization directly to get more detailed information. We have made every effort to be as accurate as possible but cannot guarantee complete accuracy. Erie County assumes no liability for the accuracy of the information provided or for the omission of information not provided. Readers are invited to note any corrections or suggested additions by emailing brennane@erie.gov. OCTOBER 20, 2010

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This section lists every agency and contains common abbreviations associated with different agencies. It also provides a phone number and page number where additional information can be found in the Agency & Program Descriptions section.

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Bflo. Ng. Convention & Visitors Bur. (CVB) | 716-852-0511, P. 11
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Buffalo Urban Development Corporation | 716-856-6525, P.11
Business World Trade Association | 716-685-1781, P. 11
Business Council of NYS, Inc. | 518-465-7511, P. 12

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Sedita, Frank A. | 716-858-2424 | EC-District Attorney | P. 6
Seipel, Linda | 585-937-6313 | Nat. Tooling & Machining Assoc. | P. 16
Sentz, Gerard J. | 716-858-8306 | EC-Public Works | P. 8
Shenk, David J. | 716-941-6113 | Town of Boston | P. 31
Sheehan, Melissa | 716-674-4900 | West Seneca Chamber | P. 24
Simpson, Dr. John B. | 716-645-2000 | University at Buffalo | P. 25
Sizemore, Susan V. | 716-858-6215 | EC-Disabled | P. 8
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Sobaszek, Michael J. | 716-823-8841 | Lack. Area Chamber | P. 21
Stachowski, William T. | 716-826-3344 | NYS Senator - 58 | P. 34
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Stern, Amelia | 518-486-3292 | GORR | P. 13
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Summers, Becky Jo | 716-532-4887 | Town of Collins | P. 31
Swanekamp, Kenneth J. | 716-858-8390 | EC-Env. & Plg. | P. 7
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Trask, Judy | 716-549-0890 | Village of Farnham | P. 30
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Volker, Dale M. | 716-656-8544 | NYS Senator - 59 | P. 34

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Walton, E.J. | 716-851-5035 | CFO BERC | P. 10
Wangelin, Alice M. | 716-941-5012 | Town of Colden | P. 31
Ward, Brenda | 716-858-8320 | EC-Senior Services | P. 9
Ward, Dennis E. | 716-858-7787 | Board of Elections | P. 6
Weber, Steven | 716-937-6177 | Alden Chamber | P. 23
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Whyte, Maria R. | 716-874-3257 | EC-Legislator - 6 | P. 27
Wiktor, Corey R. | 716-699-2005 | Cattaraugus County IDA | P. 46
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Witkowski, Donald P. | 716-649-0200 | Village of Hamburg | P. 30

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Zane, Ed.D., Cynthia | 716-649-7900 | Hilbert College | P. 25

QUICK REFERENCE GUIDE

The following information provides a very brief summary of County Departments and Divisions.

County Executive

Hon. Chris Collins	716-858-8500
Jeffrey H. Hart, Deputy County Executive	716-858-8500
Chris Grant, Chief of Staff	716-858-8500

The County Executive (CE) is the elected chief executive officer and administrative head of Erie County government. The CE develops financial and administrative policies, proposes legislation to the Erie County Legislature, appoints department heads, and coordinates the management of all County departments. The County Executive also appoints members of governing boards, advisory boards, and task forces. The County Executive represents Erie County to local, state, and federal governments and at public events. These responsibilities are fulfilled by a Deputy County Executive, a Chief of Staff (both listed above), and executive staff, pursuant to the laws of the State of New York, the Erie County Charter, and the Administrative Code.

Board of Elections

Ralph M. Mohr, Commissioner	716-858-7786
Dennis E. Ward, Commissioner	716-858-7787

The Erie County Board of Elections office is dedicated to providing the information, education, and technology needed for fair elections and for the public to become effective and empowered voters.

Budget & Management, Division of

Greg Gach, Director	716-858-8327
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The Division of Budget and Management is responsible for the preparation of the tentative operating budget and the capital budget, the implementation and monitoring of adopted budget, and coordination of departmental communications with the County Legislature on all the budget matters requiring legislative approval.

Buffalo & Erie County Public Library

Bridget Quinn-Carey, Director	716-858-8900
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The Buffalo & Erie County Public Library (B&ECPL) serves as a center of information, education, culture, and entertainment for the residents of Erie County.

Central Police Services, Department of

Peter M. Vito, Commissioner	716-858-6365
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This Department provides centralized, Countywide basic supportive services to all law enforcement and criminal justice agencies in Erie County. Such services include police training, computerized records and information retrieval, forensic laboratory, communication services, and the Countywide 911 emergency telephone system.

Clerk, Erie County

Hon. Kathy Hochul	716-858-8865
Auto Bureau	716-858-7450

The Erie County Clerk's Office is responsible for recording, filing and maintaining a central repository of legal documents and records. This includes property titles, land and real estate transactions, and transactions related to corporate filings, assumed names, and Supreme Court and County Court papers. The County Clerk's office also issues driving, hunting and fishing licenses as an agent for the State.

Comptroller, Erie County

Hon. Mark C. Poloncarz	716-858-8400
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The independently elected Comptroller is the Chief Accounting and Reporting Officer, Chief Auditing Officer, and Chief Fiscal Officer for the County.

District Attorney, Erie County

Hon. Frank A. Sedita III	716-858-2424
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Erie County's chief prosecutor is responsible for investigating crime, presenting evidence to the Grand Jury, and implementing the just prosecution of persons indicted for criminal offenses. The District Attorney tries felonies in Erie County and New York State Supreme Courts, as well as misdemeanors and non-criminal offenses in the City, Town, and Village Courts of Erie County.

Emergency Services, Department of

Gregory W. Skibitsky	716-858-6578
Commissioner	

This Department is responsible for providing comprehensive, centralized planning and coordination of emergency services in Erie County. It develops and maintains a comprehensive disaster plan to maximize the timeliness and effectiveness of response in the event of disaster or major emergency. It coordinates the implementation of the plan as required. It directs and coordinates mutual aid fire operations in the County and operates the Fire Academy which is responsible for training all fire fighters from the volunteer fire service.

Erie County is fortunate to have aggressive federal, state and local economic development resource partners with relevant programs to help your business grow and prosper in Erie County.

There are many diversified products and services available to help WNY businesses remain competitive and profitable. They range from financing to workforce training to green energy and market development assistance to start-up business planning and strategic operations analysis for ongoing operations.

The Erie County Industrial Development Agency (ECIDA) is your first call for business assistance to make things happen. The ECIDA is committed to responsiveness and service, with a resolve to close deals and complete projects quickly.

Environment and Planning, Department of

Kathy Konst, Commissioner 716-858-8390

The Department of Environment and Planning strives to improve the quality of life of Erie County residents by working to promote economic growth, ensure environmental quality, provide recreational amenities, support social infrastructure, attract and retain growing businesses, and by planning a community where people want to live, work, and prosper. This Department provides direct services and staff assistance for physical, community, and economic development planning and implementation to County government, local governments, residents, and businesses. Services are provided through the Divisions of Planning, Community Development, Environmental Compliance, Sewerage Management and the Office of Economic Development.

Planning and Environmental Compliance

Darren E. Kempner, CPA, MUP
Dep. Com. of Planning and Environmental Compliance

Thomas J. Dearing, Community Planning Coordinator
Dale J. Morris, Director - GIS
Telephone: 716-858-8390
Fax: 716-858-7248

Thomas R. Hersey, Coor. Pollution Prevention Program
Paul B. Kranz, P.E., CSSGB, Associate Engineer
Telephone: 716-858-6370
Fax: 716-858-7713

The Planning unit provides local planning assistance to municipal governments and undertakes long-range planning in specific functional areas, including farmland, environmental features, waterfront, and land use. Other important activities include a project implementation program wherein specific recommendations contained in the long-range plan are carried out through capital construction, grant writing, and project reviews. Environmental Compliance is charged with protecting the environment and our natural resources through the implementation of a variety of environmental and energy-related initiatives focused on addressing the needs of Erie County municipalities, businesses, and citizens. These programs involve achieving and maintaining environmental standards; improving the efficiency of and minimizing the impacts of waste management and energy use practices; advising on proposed environmental statutes, rules, and regulations; protecting and enhancing our Great Lakes resources; and monitoring remediation.

Economic Development

Daniel D. Barry, Dep. Com. of Economic Development
Telephone: 716-858-6370
Fax: 716-858-7713

Kenneth J. Swanekamp, Dir. of Business Assistance
Christopher S. Pawenski, Coor. Industrial Asst. Program
Telephone: 716-858-8390
Fax: 716-858-7248

Economic Development is responsible for developing strategic economic development plans and operational policies to promote the economic health of Erie County. It provides oversight and linkage with the principal economic development agencies in Erie County, including the Erie County Industrial Development Agency, and advances the business development and expansion needs of companies located in and new to Erie County. Erie County assists with the development of a robust business development program involving all economic development partners, which aggressively responds to the needs of existing businesses and works to capture new investment opportunities.

Sewerage Management

Michael J. Quinn, P.E., Dep. Com. for Sewerage Mgmt.
James A. Carr, P.E., Asst. Dep. Com. for Sewerage Mgmt.
Joseph L. Fiegl, P.E., Asst. Dep. Com. for Sewerage Mgmt.
Charles Katra, Asst. Dep. Com. for Sewerage Mgmt.
Telephone: 716-858-8383
Fax: 716-858-6257

Responsible for the planning, financing, design and construction, and subsequent operation and maintenance of the County-owned sewerage facilities. The Erie County sewerage system covers one-third (1/3) of developable land.

Equal Employment Opportunity, Div. of

William Lobbins, Director 716-858-7542

This Division is the ombudsman for minority and women business enterprises (M/WBE's). It assists and certifies minority and women business enterprises. The Division audits County contracts for goods, services, and construction to maintain participation goals for M/WBE's. Services are provided to facilitate M/WBE access to County contracts. A Job Bank is available to assist County departments and local businesses in recruiting protected class members for employment.

Erie County Medical Center

Jody Lomeo, Chief Executive Officer 716-898-3000
Dr. David Eubanks, Medical Director, 716-937-5690
Erie County Home

The Erie County Medical Center (ECMC) is located in Buffalo. It has 550 inpatient beds, 156 skilled nursing home beds, and more than 40 outpatient specialty care clinics throughout Western New York. ECMC is a regional center for trauma, burn, rehabilitation, and cardiac care and is also a major teaching facility for the University at Buffalo. ECMC Corporation also operates the Erie County Home, a skilled nursing facility with 586 beds located in Alden.

Health, Department of

Anthony J. Billittier IV, M.D., 716-858-7690
FACEP, Commissioner

The Erie County Department of Health serves the communities and individuals within the County by providing an array of nationally recognized essential public health services.

Information and Support Services, Div. of

Cheryl Mekarski, Director 716-858-8696
Bridget Corcoran, Dir. of Purchasing 716-858-6315

The Division of Information and Support Services provides centralized support services for County departments. This Division is composed of three bureaus. The Bureau of Information and Support Services includes telecommunications, information system management and support, mail services, operation of a graphics center, and a copy and print center. Bureau of Purchase supports County departments as the central purchasing agent for supplies, materials, and services.

Labor Relations, Department of

Chris Putrino, Commissioner 716-858-8476

The Department of Labor Relations negotiates and administers collective bargaining agreements with the labor organizations representing the employees of the County of Erie. It is the mission to interact with public employee unions and other employees as the representative of Erie County government and the Erie County taxpayer.

Law, Department of

Kristin Klein Wheaton, Acting County Attorney 716-858-2200

Responsible for providing legal services to the County of Erie and is headed by the Erie County Attorney. Composed of three divisions: the Division of Law, the Division of Risk Retention, and the Division of Workers' Compensation.

Legislature, Erie County

92 Franklin Street | 4th Floor | Buffalo, NY 14202

Robert M. Graber, Clerk 716-858-7500

The Erie County Legislature is composed of fifteen (15) elected legislators (see Pages 27-28) representing the residents of Erie County. Functions as the law making body of Erie County, pursuant to the laws of the State of New York and the duties defined in the Erie County Charter and Administrative Code. The Legislature operates through eight (8) standing committees which consider and examine the business of the Legislature and submit recommendations to the full body for final disposition. General administration of the Legislature is the responsibility of the Clerk of the Legislature and the central staff. Legislators are assisted by minority and majority staff.

Mental Health, Department of

Philip R. Endress, LCSW, ACSW, Commissioner 716-858-8531

The Department of Mental Health oversees mental disability services for over 48,000 Erie County residents each month through contracts with 42 community based agencies, including the Erie County Medical Center and Erie County Departments of Senior Services, Social Services and Youth Services. The Department of Mental Health is administratively responsible for planning, directing, coordinating, and monitoring programs of prevention, treatment and rehabilitation involving mental health, mental retardation-developmental disabilities, and alcohol and substance abuse services

Parks, Recreation and Forestry, Dept. of

James Hornung Sr., Commissioner 716-858-8355

The Department of Parks, Recreation and Forestry is responsible for the development, operation, maintenance, design and construction of all county parks and recreation facilities. The facilities include 2 golf courses, botanical gardens, 11 county parks, 2 beaches, 3 Buffalo River Urban Parks, 3,500 acres of county forest land, and 5 county undeveloped parks.

Personnel, Department of

John W. Greenan, Commissioner 716-858-8484
Susan V. Sizemore, Director, Office for the Disabled 716-858-6215

The Department of Personnel is responsible for implementing and maintaining programs and services that support and facilitate the recruiting, selection, hiring, development and retention of employees based upon merit and in accordance with Civil Service Law and Regulations. Also, administers, interprets and enforces Civil Service Law for the County and municipalities and coordinates administration of Civil Service exams and the certification of eligible lists.

Probation, Department of

Rachelle Cybulski, Director 716-858-8200

The mission of the Department of Probation is to provide community protection, reduce crime by lowering recidivism rates, to hold offenders accountable for their actions and to compensate and restore victims. The Department of Probation is also responsible for providing timely and accurate information to the various upper and lower criminal courts in Erie County and Family Court.

Public Advocacy, Department of

Sawrie Becker, Commissioner 716-858-8307

Public advocacy office for all residents of Erie County includes the division on the status of women and consumer protection. The Department of Public Advocacy provides professional and quality advocacy services to assure fair and equal treatment of all county residents without regard to race, sex, religion, age, disability, and national origin.

Public Works, Department of

Gerard J. Sentz, P.E., Commissioner 716-858-8300

The Department of Public Works is responsible for planning, designing, constructing, maintaining, and repairing the physical facilities of the County, including its roads, bridges, buildings and grounds. It performs the function of County Engineer, and directs the operations of the Highway Division County Road Fund, which is administered by the Deputy Commissioner of Highways. The Department is divided as follows: Commissioner's Office (responsible for oversight of the Department and capital improvements to buildings), Bureau of Fleet Services supports departments as a central equipment repair maintenance function, Division of Weights and Measures (tests, inspects and certifies the accuracy of all commercial weighting and measuring devices), the County Road Fund (responsible for the maintenance and construction of County roads, bridges and culverts) and the County Utilities Fund (responsible for the procurement and disaggregation of utilities to County facilities).

Real Estate & Space Utilization, Div. of

Michelle Mazzone, Dir. of Real Estate 716-858-7555

Provides leadership and accountability in the sound delivery of county government real estate asset and management services. As entrusted by the public, the County will use its best efforts to meet its obligation to use public funds in the most efficient and effective manner by realizing cost savings and re-utilization of County space.

Real Property Tax Services, Dept. of

Joseph Maciejewski, CCD, Director 716-858-8320

The Department of Real Property Tax Services maintains the tax maps covering all municipalities within Erie County and provides updated maps to local assessors. The Department also prepares the County, Town, School and Village property tax bills and maximizes the collection of all current and delinquent real property taxes.

Senior Services, Department of

Brenda W. Ward, Commissioner 716-858-8320

The mission of the Department of Senior Services of Erie County is to provide leadership to promote the optimal well-being of older adults by empowering them to lead lives of independence, health, and dignity and to facilitate the development of comprehensive, coordinated and cost-effective services within the community to meet present and future needs of seniors and their caregivers.

Sheriff, Erie County

Hon. Timothy B. Howard 716-858-7608

Correctional Facility 716-858-5513

Jail Management 716-858-7300

The Erie County Sheriff serves as the County's elected chief law enforcement official and is responsible for the enforcement of federal and state civil and criminal laws and county, town and village ordinances. The Office of the Sheriff provides police and patrol services, investigates crimes, conducts crime prevention programs and performs public safety and emergency services designed to protect persons and property in Erie County. The Division of Jail Management operates out of two sites - Erie County Holding Center, located in Buffalo, and the Erie County Correctional Facility located in Alden.

Social Services, Department of

Carol Dankert, Commissioner 716-858-7511

The Department of Social Services is responsible for administering public welfare programs for eligible, needy families and individuals in Erie County. Programs include Public Assistance (Family Assistance).

STOP DWI, Erie County

John F. Sullivan, Project Director 716-858-6291

The Erie County STOP-DWI Program is a County Government Office, established under New York State Vehicle and Traffic Law, and charged with coordinating Erie County's alcohol traffic safety (drunk driving) efforts. The sole source of funding is fine revenue collected from convicted drunken drivers in Erie County Courts. There are no tax dollars used in STOP-DWI projects.

Veterans Service Agency

Marlene Roll, Director 716-858-6363

The Veterans Service Agency serves as an advocate for veterans. This Agency counsels and assists veterans and their dependents to ensure they receive all the benefits available to them under federal, state, and local laws.

➤ **AGENCY DESCRIPTIONS**

Amherst Industrial Development Agency (AIDA)

<http://www.amherstida.com>

4287 Main Street
Amherst, NY 14226

James J. Allen, Executive Director
Laure A. Manuszewski, Director of Admin. Services
David Mingoia, Deputy Director
Telephone: 716-688-9000
Fax: 716-688-0205
E-mail: jallen@amherstida.com
laure@amherstida.com
dmingoia@amherstida.com

Authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Amherst.

Association of Erie County Governments (AECG)

9771 Partridge Road
Colden, NY 14033

Marilyn Calhoun-Allen, Executive Director
Telephone: 716-941-3647

Networking group of local elected officials for Erie County.

Buffalo & Fort Erie Public Bridge Authority

<http://www.peacebridge.com>

One Peace Bridge Plaza
Buffalo, NY 14213

Ron Rienas, General Manager
Telephone: 716-884-6744, Ext. 226
Fax: 716-884-2089
E-mail: rr@peacebridge.com

Serves as an integral link between the U.S. and Canada for the import/export of commercial goods and raw materials.

Buffalo Convention Center (BCC)

<http://www.buffaloconvention.com>

Office of Strategic Planning
One Convention Center Plaza
Buffalo, NY 14202

Paul Murphy, Facility Director

Telephone: 716-855-5555
1-800-995-7570

Fax: 716-855-3158

E-mail: info@buffaloconvention.com

Versatile site for conventions and trade shows. Offers 64,410 square feet of exhibit space.

Buffalo Economic Renaissance Corporation (BERC)

<http://www.berc.org>

920 City Hall
Buffalo, NY 14202

E. J. Walton, Chief Financial Officer

Eric Gadley, V.P. of Lending/Chief Lending Officer

Geraldine Ford, Empire Zone Coordinator

Telephone: 716-842-6923

Fax: 716-842-6942

E-mail: ewalton@berc.org

egadley@berc.org

gford@berc.org

Coordinates multi-agency financial incentive packages. Designs and operates loan programs that invest in industrial and commercial projects in the City of Buffalo. Manages industrial incubator facilities in the City of Buffalo. Concentrates on small business lending and manages Buffalo's Empire Zones.

AGENCY DESCRIPTIONS

Buffalo Niagara Convention and Visitors Bureau (CVB)

<http://www.visitbuffaloniagara.com>

617 Main Street, Suite 200
Buffalo, NY 14203

Dottie Gallagher-Cohen, President and CEO
Michael Even, Vice President of Sales (Ext.276)
Edward Healy, Vice President of Marketing (Ext.236)
Leah Mueller, C.T.I.S., Director – Tourism (Ext.216)

Telephone: 716-852-0511
Fax: 716-842-1714
E-mail: info@buffalocvb.org

Contact for tourist-related material and for assistance in booking conventions. Annually publishes Buffalo and Erie County Visitors Guide. The Guide provides information on both local and regional attractions, architecture, events and festivals, sports and recreation, and local accommodations (includes maps of Downtown Buffalo and Erie County).

DID YOU KNOW?

BNE's web site is an asset for employers and site selectors.

The site hosts IAMBUFFALONIAGARAJOBs.com- a site that connects employers with available, productive people.

The site hosts an array of demographic information, and

BNE has teamed up with Empire State Development to host an online database system to market available sites and buildings in the Buffalo Niagara region.

Buffalo Niagara Enterprise (BNE)

<http://www.buffaloniagara.org>

665 Main Street, Suite 200
Buffalo, NY 14203

Thomas A. Kucharski, President & CEO
David Griggs, Director of Business Development
Graham Smith, Director of Research

Telephone: 1-800-916-9073 or 716-842-1330
Fax: 716-842-1724
Email: info@buffaloniagara.org

The BNE is a private/public regional economic development marketing initiative. It provides business attraction and information services to businesses as a world-recognized place to expand and attract capital investment and quality jobs. A 24-hour turnaround is provided for inquiries regarding everything from site and workforce availability, to tax incentives and permitting processes, to cultural and quality of life issues.

Buffalo Niagara Partnership

<http://www.thepartnership.org>

665 Main Street, Suite 200
Buffalo, NY 14203

Andrew J. Rudnick, President & CEO

Telephone: 716-852-7100

Fax: 716-852-2761

This is the region's largest business organization with over 3,200 members. The Partnership is engaged in business advocacy, business development, and business services for the benefit of its members. It publishes the Buffalo Niagara Partnership's Membership Directory and Destination Buffalo Niagara.

Buffalo Place, Inc.

<http://www.buffaloplace.com>

671 Main Street
Buffalo, NY 14203

Michael T. Schmand, Executive Director

Peggy Beardsley, Associate Director

Telephone: 716-856-3150

Fax: 716-852-8490

E-mail: mschmand@buffaloplace.com
pbeardsley@buffaloplace.com

A not-for-profit organization dedicated to improving the economic health and quality of life in the downtown business district. Buffalo Place, Inc. actively promotes the downtown business district.

Buffalo Urban Development Corporation (BUDC)

<http://budc.ecidany.com/>

275 Oak Street, Suite 150
Buffalo, NY 14203

Peter M. Cammarata, President

Telephone: 716-856-6525

BUDC serves to create a dynamic and responsive project development process and team, capable of meeting the special needs and challenges associated with urban and high impact project area development.

Buffalo World Trade Association

<http://www.bwta.us/index.htm>

P.O. Box 130
Lancaster, NY 14086

David Nojaim, President

Telephone: 716-685-1781

A networking group formed to promote good will and trade between the Buffalo area and the rest of the world.

AGENCY DESCRIPTIONS

Business Council of New York State, Inc.

<http://www.bcnys.org>

152 Washington Avenue
Albany, NY 12210

Kenneth Adams, President & CEO

Telephone: 1-518-465-7511

1-800-358-1202

Fax: 1-518-465-4389

E-mail: kenneth.adams@bcnys.org

Private sector lobbying group for New York State businesses.

Canadian Consulate General

<http://www.buffalo.gc.ca>

HSBC Center, Suite 3000
Buffalo, NY 14203-2884

Marta Moszczenska, Consul General

Michael Flaherty, Consul and Senior Trade Comm.

Telephone: 716-858-9500

Fax: 716-852-4340

The consulate has offices that handle tourism, immigration, and public affairs. It facilitates trade from Canada into the United States.

Canisius College Center for Professional Development & Women's Business Center

<http://www.canisius.edu/cpd> | <http://www.canisius.edu/wbc>

Center for Professional Development

Canisius Amherst Conference Center
300 Corporate Parkway
Amherst, NY 14226

Maureen Millane-Rusk, Assoc. Dean - Ext. Bus. Programs

Telephone: 716-888-8490

Fax: 716-888-8495

E-mail: diatia@canisius.edu

Utilizes resources for company consultation, training, research, and educational needs necessary to train an effective workforce.

Women's Business Center

Canisius College
Demerly Hall
2365 Main Street
Buffalo, NY 14214

Melinda Rath Sanderson, Executive Director

Telephone: 716-888-8280

Fax: 716-888-8284

Uses faculty, local entrepreneurs, and professional experts to enhance the growth of new and established businesses by offering programs, workshops, and individual coaching.

Clarence Industrial Development Agency

One Town Place
Clarence, NY 14031

David Hartzell, Chairman of CIDA

Telephone: 716-741-8930

Fax: 716-741-4715

Authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Clarence.

Concord Industrial Development Agency

86 Franklin Street, P.O. Box 368
Springville, NY 14141

Gary Eppolito, Chairman

Paul R. Leon, CIDA Consultant

Telephone: 716-592-3321

Fax: 716-592-5030

E-mail: concord@buffnet.net

CIDA authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Concord.

Eden Economic Development, Town of

2795 East Church Street
Eden, NY 14057

Ed Krycia, Chairman, Economic Advisory Committee

Telephone: 716-992-3408

Fax: 716-992-4131

Provides assistance to existing and new businesses interested in locating in the Town of Eden.

Empire State Development Corporation (ESD)

<http://www.empire.state.ny.us>

95 Perry Street, Suite 500
Buffalo, NY 14203

Christina Orsi, Regional Director

Telephone: 716-846-8200

Fax: 716-846-8260

New York State's Economic Development Agency offers a full menu of business assistance, including financial resources and technical expertise for facility expansions, machinery and equipment purchases, site and infrastructure development, manufacturing productivity analysis, global export market development, and recycling business investments. It has the ability to act as primary point of contact for all business and planning inquiries and needs.

» **AGENCY DESCRIPTIONS**

Erie Canal Harbor Development Corporation (ECHDC)

<http://www.eriecanalharbor.com>

95 Perry Street, Suite 500
Buffalo, NY 14203

Thomas P. Dee, President
Jordan Levy, ECHDC Chairman

Telephone: 716-846-8200

Fax: 716-846-8260

The ECHDC is a subsidiary agency of Empire State Development (ESD). Its vision is to revitalize Western New York's waterfront and restore economic growth to Buffalo, based on the region's legacy of pride, urban significance and natural beauty.

VISION STATEMENT

Erie County will be a world-class community where people want to live, businesses want to locate and tourists want to visit.

Erie County Industrial Development Agency (ECIDA)

<http://www.ecidany.com>

275 Oak Street
Buffalo, NY 14203

Alfred Culliton, Chief Operating Officer
John Cappellino, Exec. VP
Beth O'Keefe, Business Development Officer

Telephone: 716-856-6525

Fax: 716-856-6754

E-mail: info@ecidany.com

County-wide agency authorizes industrial revenue bonds for eligible industrial and commercial projects within county limits. Administers revolving loan fund for fixed-assets and working capital for business projects in specific county areas. Operates a public-private venture capital fund to invest in high-tech companies that have large growth potential. Works in conjunction with local area banks, and the U.S. Small Business Administration (SBA) on loan program targeted at minority, women and/or start-up business enterprises. International program has available financial products to support export trade, including EXIM Bank and SBA financing. Licensed broker in New York State for export credit insurance. Organizes 2 to 3 trade missions per year. Administers Foreign Trade Zone program for Erie County.

DID YOU KNOW

ECIDA's web site has a project benefit calculator to calculate tax savings for projects.

Just fill in the project size and choose any Erie County location. Click the calculate button, and the Estimator calculates the benefits. It shows the savings and the ECIDA fees. Run as many scenarios as you like.

Erie County Water Authority (ECWA)

<http://www.ecwa.org/index.htm>

Ellicott Square Building, Room 350
295 Main Street
Buffalo, NY 14203

Robert A. Mendez, Executive Director
Wesley C. Dust, P.E., Executive Engineer
Kelly M. Vacco, Chairperson

Telephone: 716-849-8484

Fax: 716-849-8467

Email: questionscomments@ecwa.org

Is a public benefit corporation formed in 1953 to provide potable water supplies to the residents of WNY. The Authority was created to finance, construct, operate and maintain a water supply and distribution system to benefit the residents of the County of Erie.

Evans Community Development, Town of

<http://townofevans.org/toedepartments/toecommunitydev.html>

8787 Erie Road
Angola, NY 14006

Lori A. Szewczyk, Director of Community Dev.

Telephone: 716-549-3915

Fax: 716-549-0456

E-mail: evanscommunitydev@yahoo.com

Provides assistance to existing and new businesses interested in locating in the Town of Evans.

Governor's Office of Regulatory Reform (GORR)

<http://www.gorr.state.ny.us>

Agency Building 1-4th Floor
Empire State Plaza, P.O. Box 2107
Albany, NY 12220-0107

Robert Hermann, Director
Amelia Stern, Acting Director and Counsel

Telephone: 518-486-3292

Fax: 518-473-9962

Email: permits@gorr.state.ny.us

Offers permit assistance and general information regarding regulatory reform. For permit assistance only, call 1-800-342-3464; or visit online permit database listed above.

LOCAL PERMITS

A person contemplating starting a business should be aware of local laws. It is important to contact the village, town or city and county clerk where the business plans to locate.

Examples of local considerations are zoning, parking, sign regulations and certain occupational licenses such as auctioneers, electricians and plumbers. It is advisable to contact your local government first.

Greater Buffalo Building Owners & Managers Association (BOMA)

<http://www.bomabuffalo.com>

465 Main Street, Suite 130
Buffalo, NY 14203

Jennifer Aiple, Executive Director

Telephone: 716-856-3801

Fax: 716-843-8607

E-mail: info@bomabuffalo.com

A non-profit trade association of over 110 property professionals within the commercial real estate industry. In representing its members and the business community to local and State officials, BOMA speaks as an industry-wide voice providing a more powerful and dynamic representation.

Greater Buffalo-Niagara Regional Transportation Council (GBNRTC)

<http://www.gbnrtc.org>

438 Main Street, Suite 503
Buffalo, NY 14202

Hal Morse, PMP, Executive Director

Telephone: 716-856-2026

Fax: 716-856-3203

E-mail: hmorse@gbnrtc.org

Buffalo - Niagara Falls area metropolitan planning organization is responsible for transportation studies, planning, and programming of federal transportation funds in Erie and Niagara Counties.

Hamburg Development Corporation & Industrial Development Agency (HIDA)

<http://www.townofhamburgny.com/hida.html>

6100 South Park Avenue
Hamburg, NY 14075

Michael J. Bartlett, Executive Director

Telephone: 716-648-4145

Fax: 716-648-0121

E-mail: hamburgida@townofhamburgny.com

Provides small business loans, and authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Hamburg.

Insyte Consulting

<http://www.insyte-consulting.com>

726 Exchange Street, Suite 620
Buffalo, NY 14210

Benjamin Rand, President

John Murray, Director, Sales & Marketing

Telephone: 716-636-3626

Fax: 716-845-6418

E-mail: jmurray@wnytdc.com

Is a world-class consulting company working since 1982 to "transform WNY business". Operating as a private, not-for-profit corporation, the TDC's mission is to strengthen, expand and diversify the manufacturing and technology base in Western New York. The TDC provides strategic and operational consulting services to WNY manufacturers and technology-based businesses in areas such as lean manufacturing, strategic and marketing planning, quality systems, information technology, and new technology adoption. In addition, the TDC supports the creation and growth of new technology-based businesses through access to venture capital, business planning, and loaned executives.

The sharing of "best business practices" is one of TDC's key goals. This is accomplished by knowledge and skills transfer through seminars and workshops. TDC programs are supported in part by the New York State Office of Science, Technology & Academic Research and the National Institute of Standards and Technology's Manufacturing Extension Partnership.

International Agri-Center

<http://www.hamburgfairgrounds.com/>

Hamburg Fairgrounds
5600 McKinley Parkway
Hamburg, NY 14075

Dennis Lang, Manager

Telephone: 716-648-9733

Fax: 716-648-7560

Versatile site for conventions and trade shows. This facility has 47,500 square feet of exhibit space.

» **AGENCY DESCRIPTIONS**

International Institute of Buffalo New York, Inc.

<http://www.iibuff.org>

864 Delaware Avenue
Buffalo, NY 14209

Eva Hassett, Executive Director

Telephone: 716-883-1900

Fax: 716-883-9529

E-mail: iib@iibuff.org

The Institute serves as a dynamic international center, providing critical services to refugees and immigrants and promoting global understanding and connections in Western New York.

Lackawanna Community Development Corporation (LCDC) and Lackawanna Housing Development Corporation (LHDC)

<http://www.lackawannany.com> and
<http://www.dher.state.ny.us>

640 Ridge Road
Lackawanna, NY 14218

Nicholas W. Monafio, Executive Director

Telephone: 716-823-5124

Fax: 716-823-5947

E-mail: LHDCorp@aol.com

The Lackawanna Community Development Corporation (LCDC) offers tax incentives, low cost financing and technical assistance to existing businesses in the City, and to new companies interested in locating in the City of Lackawanna. The LCDC also assists existing Empire Zone companies.

The Lackawanna Housing Development Corporation (LHDC), a not-for-profit housing corporation, was founded in 1990 as an associated corporation of the Lackawanna Community Development Corporation (LCDC). LHDC is designed to improve the quality of life through the restoration of deteriorated housing stock, creating new housing, and encouraging residential growth for low to moderate income households in the First and Second Wards in the City of Lackawanna..

Lancaster Industrial Development Agency, Town of (LIDA)

<http://www.lancasterny.com>

21 Central Avenue
Lancaster, NY 14086

Robert H. Giza, Chairman

J. Raymond Barnhardt, Consultant

Telephone: 716-683-1610

Fax: 716-683-0512

E-mail: lookatus@lancasterny.com

Authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Lancaster.

National Fuel

<http://www.nationalfuelgas.com>

6363 Main Street
Williamsville, NY 14221

Telephone: 716-686-6123

716-857-7000 (Corporate)

Fax: 716-857-6500

Delivers natural gas to all areas of Erie County and most of Western New York. Provides technical assistance for equipment applications, and energy conservation projects and methods. Offers a discounted rate within a New York State Empire Zone for qualified customers.

National Grid

<http://www.nationalgridus.com> |
<http://www.shovelready.com>

300 Erie Boulevard West, Suite A2
Syracuse, NY 13202

Brian R. Anderson, Senior Economic Developer

Telephone: 315-428-5198

Fax: 315-428-3419

Email: brian.anderson@us.ngrid.com

Economic development services include electric pricing, emission credits, site location assistance, and productivity enhancement assessments. National Grid is the largest utility company in Upstate New York. The shovel ready web site provides a comprehensive resource for building and site location information.

AGENCY DESCRIPTIONS

**National Tooling & Machining Association
Buffalo Chapter (NTMA)**

169 Bullis Road
Cowlesville, NY 14037
Richard Leed, President
Linda Seipel, Chapter Executive
Telephone: 585-874-4464 (Leed)
585-937-6313 (Seipel)
Fax: 585-937-6313
*Representing, informing, assisting and educating the
machining and tooling industry of Western New York.*

**New York Business Development
Corporation (NYBDC)**

<http://www.nybdc.com>
300 International Drive, Suite 126
Williamsville, NY 14221
Michael A. Taylor, Senior Vice President
Telephone: 716-626-3423
Fax: 716-626-3001
E-mail: mtaylor@nybdc.com
*NYBDC was created by an act of the NY State
Legislature in 1955. NYBDC is privately owned,
managed and funded by banks across the state with the
mandate of promoting employment and economic
development. This is done through long term loans to
creditworthy small and medium size businesses that
are candidates for financing outside of or in
conjunction with conventional bank sources. Many of
its borrowers do not meet the requirements for
traditional bank financing. It has programs specifically
targeted at providing financing opportunities for
minority and women-owned businesses.*

**New York State (NYS) Department of
Environmental Conservation (DEC)**

<http://www.dec.ny.gov>
270 Michigan Avenue
Buffalo, NY 14203
Abby M. Snyder, Regional Director
Telephone: 716-851-7200
Fax: 716-851-7211
Email: region9@gw.dec.state.ny.us
*Regional office is the first point of contact for
obtaining and renewing DEC permits and for reporting
environmental or natural resources problems. Uses
permits to control pollution of air and water, transport
and disposal of solid and hazardous wastes, pesticide
use, mining and mined land reclamation.*

**NYS Department of Labor (DOL)
Business Services Unit**

<http://www.labor.state.ny.us>
290 Main Street
Buffalo, NY 14202
Telephone: 716-851-2750
*NYS DOL Business Unit offers a number of programs
that assist employers. These include recruitment
assistance, human resource consulting, workforce
development and training (apprenticeship and on-the-
job training programs), empire zone program, equal
employment opportunity services, OSHA consultation,
layoff transition services, and unemployment insurance
programs. In addition, below are two more services in
more detail.*

Division of Employment Services

284 Main Street, Room 235
Buffalo, NY 14202
Carolyn Bright, Business Service Rep
Telephone: 716-851-2753
Fax: 716-851-2702
E-mail: Carolyn.Bright@labor.state.ny.us
*Offers several grants to businesses to upgrade the
skills of incumbent workers. Up to \$100,000 is
available for workers to learn new skills.*

Division of Research and Statistics

290 Main Street, Room 235
Buffalo, NY 14202
John Slenker, Regional Economist
Telephone: 716-851-2742
Fax: 716-851-2607
E-mail: John.Slenker@labor.state.ny.us
*Provides information on labor market conditions,
employment trends, and wage comparisons for WNY
and New York State.*

NYS Department of Transportation (DOT)

<http://www.dot.state.ny.us>
100 Seneca Street
Buffalo, NY 14203
Alan E. Taylor, Regional Director
Gary V. Gottlieb, Regional Planning & Program Manager
Telephone: 716-847-3238 (Taylor)
716-847-3241 (Gottlieb)
Fax: 716-847-3961 (Taylor)
716-847-3080 (Gottlieb)
*Contact for accessing the Industrial Access Program
(IAP), which provides funding for highway and bridge
improvements that will facilitate economic
development.*

AGENCY DESCRIPTIONS

New York State Electric & Gas Corporation (NYSEG)

<http://www.nyseg.com/>

James A. Carrigg Center, Kirkwood
P.O. BOX 5224
18 Link Drive
Kirkwood Industrial Park
Binghamton NY 13902
Paul Huonker, Regional Mgr. Ec. Dev.
Telephone: 607-762-4022
Fax: 607-762-8400
E-mail: phuonker@nyseg.com

NYSEG provides electric transmission and distribution services to communities of Cheektowaga, Clarence, East Aurora, Hamburg, Orchard Park, West Seneca, and eastern and southern Erie County. Also provides technical assistance and energy price incentives for economic development purposes.

New York State (NYS) Energy Research and Development Authority (NYSERDA)

<http://www.nyserda.org/>

726 Exchange Street, Suite 821
Buffalo, New York 14210
Kelly Tyler, Senior Project Mgr. – Economic Development
Telephone: 716-842-1522 or 1-800-NYSERDA
Fax: 716-842-0156
E-mail: kbt@nyserda.org

A public benefit corporation that provides energy-related technical and financial packaging assistance to businesses and institutions to promote energy efficiency and economic development.

Niagara Frontier Transportation Authority (NFTA)

<http://www.nfta.com>

181 Ellicott Street
Buffalo, NY 14203
Lawrence M. Meckler, Executive Director
Telephone: 716-855-7300
Fax: 716-855-6655
Email: info@nfta.com

Operates mass transit systems (rail and bus) and airports for both Erie and Niagara counties.

Office of Urban Initiatives, Inc. (OUI)

University at Buffalo
3435 Main Street, 201 G. Hayes Hall
Buffalo, NY 14214

Dr. Henry Louis Taylor, Jr., President
Telephone: 716-829-2133 ext. 212
Fax: 716-829-2713
E-mail: htaylor@buffalo.edu

OUI is a community economic development organization dedicated to using business development to create jobs, produce community wealth, and build strong neighborhoods. Offers minority and women-owned businesses mentoring program. Provides information through ADVANCE, a monthly trend letter on business and economic development issues and the Community and Business Development Forum Series.

Orchard Park Economic Development Committee

<http://www.orchardparkny.org/town/committees/business.htm>

3623 Eggert Road, Suite 103
Orchard Park, NY 14127
John C. Bailey, Esq., Chairman
Telephone: 716-662-0236
Fax: 716-662-0238
Email: jcbwhy@aol.com

Offers assistance to local businesses and new companies interested in the Town of Orchard Park.

AGENCY DESCRIPTIONS 

SCORE

(Counselors to America's Small Businesses)

<http://www.scorebuffalo.org/>

130 South Elmwood Avenue
Suite 540
Buffalo, NY 14202

Telephone: 716-551-4301
Fax: 716-551-4418
Email: scorebuffalo1@roadrunner.com

Free business counseling by men and women who have had successful business careers as company executives or owners of their own business.

Small Business Development Center (SBDC)

<http://www.nys-sbdc.suny.edu>

Buffalo State College
Cleveland Hall, 206
1300 Elmwood Avenue
Buffalo, NY 14222

Susan McCartney, Director
Telephone: 716-878-4030
Fax: 716-878-4067
Email: buffalosbdc@yahoo.com

Provides one-to-one counseling to start-up and existing small businesses on a wide range of advisory, training and research services including the preparation of business plans, marketing programs and financial strategies. Export Assistance Program targets both the beginner and the more experienced small business exporter.

Tonawanda Development Corporation, Town of (TTDC)

<http://www.tonawanda.com>

169 Sheridan Parkside Drive, Room 117
Tonawanda, NY 14150

Robert L. Dimmig, Executive Director
Telephone: 716-871-8072
Fax: 716-871-8073
E-mail: ttdc@tonawanda.ny.us

Responsible for strategic planning, business attraction and retention, and special projects in the Town of Tonawanda, including administration of the Town's Empire Zone program. Strategic planning includes the development of policies and programs to meet local economic priorities, including brownfield redevelopment. Business attraction and retention include traditional services, such as site location, public financing and coordination with local government. Special projects respond to unique community needs, such as demolition of abandoned structures or industry-sponsored childcare services.

**United States (U.S.)
Army Corps of Engineers**

<http://www.lrb.usace.army.mil>

1776 Niagara Street
Buffalo, NY 14207

LTC Stephen H. Bales, District Commander
Telephone: 716-879-4200
Fax: 716-879-4195

Engineering, transportation and planning of navigable waterways.

U.S. Citizenship and Immigration Services

<http://uscis.gov>

Federal Center
130 Delaware Avenue, 1st Floor
Buffalo, NY 14202

M. Frances Holmes, District Director
Telephone: 716-551-4741, Ext. 3900
Fax: 716-551-3141

Promote national security, eliminates immigration adjudications backlogs, and implements solutions for improving immigration customer services.

» **AGENCY DESCRIPTIONS**

U.S. Customs and Border Protection

<http://www.cbp.gov>

4455 Genesee Street
Buffalo, NY 14225

James Engleman, Director of Field Operations

Telephone: 716-626-0400

Fax: 716-626-1164

Responsible for assessment and collection of all duties, taxes and fees on imported merchandise, the enforcement of customs and other related laws, and administration of other federal regulations.

**U.S. Department of Commerce
Buffalo Export Assistance Center**

<http://www.buyusa.gov/buffalo>

130 South Elmwood Avenue, Suite 530
Buffalo, NY 14202

James Mariano, Director

Rosanna Masucci, Sr. International Trade Specialist

Telephone: 716-551-4191

Fax: 716-551-5290

Email: james.mariano@mail.doc.gov
rosanna.masucci@mail.doc.gov

Its mission is to help U.S. firms increase export sales and market share. Have commercial offices in 145 cities in 77 countries. International trade specialists offer assistance to businesses interested in exporting, assess a company's export potential and provide one-on-one counseling. A comprehensive range of export facilitation services are available including: identifying target markets, locating foreign representation, developing sales leads providing marketing assistance, industry reports and trade show information.

U.S. Small Business Administration (SBA)

<http://www.sba.gov/localresources/district/ny/buffalo/index.htm>

Niagara Center
130 South Elmwood Avenue, Suite 540
Buffalo, NY 14202

Franklin J. Sciortino, District Director

Telephone: 716-551-4301

Fax: 716-551-4418

Programs assist with every aspect of starting a business, from developing a business plan to obtaining financing, from marketing products and services to managing a company. The general loan program, which represents the majority of the agency's total loan effort, promotes small business growth by guarantees of up to 80% of the amount provided by commercial lenders. Also offers Surety Bonds and Minority Enterprise Development program.

University at Buffalo (UB)

Center for Entrepreneurial Leadership (CEL)

UB School of Management

<http://www.mgt.buffalo.edu/cel>

School of Management
672 Delaware Avenue
Buffalo, NY 14209

Tom Ulbrich, Executive Director

Telephone: 716-885-5715

Fax: 716-885-5718

Email: tulbrich@buffalo.edu

Provides a ten-month professional development program that is directed toward business owners and operators whose firms have progressed well beyond the startup phase of operation.

UB Engineering Student Employment Program

School of Engineering and Applied Sciences

<http://www.eng-intern.buffalo.edu/>

412 Bonner Hall, UB North Campus
Buffalo, NY 14260

Harvey G. Stenger Jr., PE, Dean and Professor

Telephone: 716-645-2771 (Ext. 1101)

Fax: 716-645-2495

Email: hstenger@buffalo.edu

Offers qualified post-junior year engineering students for employment on useful technical projects. Employers obtain value from student technical skills on the job and can evaluate the students as prospects for future employment. Students obtain useful job experience and the opportunity to apply engineering skills for the benefit of their employer.

UB Regional Institute

<http://regional-institute.buffalo.edu>

University at Buffalo, Beck Hall
3435 Main Street
Buffalo, NY 14214-8010

Kathryn A. Foster, Director

Kathryn Bryk Friedman, Deputy Director

Telephone: 716-829-3777

Fax: 716-829-3776

Email: regional-institute@buffalo.edu

Coordinates and serves as a point of contact for a number of programs related to issues of regional study, analysis and development. Produces the web-based "Regional Information Network" (<http://wnyrin.com>) which provides regional information on Western New York area.

UB National Center for Geographic Information and Analysis (NCGIA)

<http://www.geog.buffalo.edu/ncgia>

University at Buffalo
Wilkeson Quad Room 301
Buffalo, NY 14261

Dr. David M. Mark, Director of NCGIA

Telephone: 716-645-0505

Fax: 716-645-5957

Email: ncgia@acsu.buffalo.edu

Established to develop and expand geographic information systems (GIS). Provides custom-designed maps and routings; useful for such areas as agriculture, transportation, construction and waste disposal. Assists with market analysis and demographic studies enabling a company to select sites, evaluate new products and target markets.

UB Office of Science, Technology Transfer and Economic Outreach (STOR)

<http://www.stor.buffalo.edu>

1576 Sweet Home Road
Amherst, NY 14228

Dr. Robert J. Genco, D.D.S., Ph.D., Vice Provost and Director

Kimberly A. Rohring, Business Manager

Telephone: 716-645-5500

Fax: 716-645-3341

Email: prv-stor@buffalo.edu
rjgenco@buffalo.edu (Genco)

The Office of Science, Technology Transfer and Economic Outreach (STOR) promotes the development and transfer of technology, innovations and expertise from the university to the marketplace spurring the establishment and growth of new business enterprises. STOR's three divisions—Intellectual Property, Funding, and Commercialization—provide business leaders, researchers, and entrepreneurs with easy access to UB's extensive resources and expertise.

UB World Languages Program

Department of Linguistics

http://linguistics.buffalo.edu/language_programs

University at Buffalo
609 North Campus Baldy Hall
Buffalo, NY 14260

David Fertig, Director

Telephone: 716-645-2177 (Ext. 738)

Fax: 716-645-3825

Email: fertig@buffalo.edu

Provides translation, interpretation and cultural training services to local businesses.

UB The Center for Industrial Effectiveness (TCIE)

School of Engineering and Applied Sciences

<http://www.tcie.buffalo.edu>

1576 Sweet Home Road, Suite 212
Amherst, NY 14228

Tim Leyh, Director of Business Development

Telephone: 716-636-2568 (Ext. 23)

Fax: 716-636-5921

Email: tleyh@buffalo.edu

TCIE is a business consulting and economic development arm of the university. TCIE serves as a liaison between area businesses and manufacturers and a wide range of UB resources. Faculty members from many departments are assigned to work on projects tailored to the needs of area companies. Projects may also feature material testing labs, technicians, graduate students, and university design and research centers.

TCIE also helps to administer the Strategic Partnership for Industrial Resurgence (SPIR) program. SPIR provides up to 50% financing for small to mid-size companies that seek efficiency and process improvements, product development assistance, and quality program implementation. TCIE is also committed to strengthening the work force of the region, providing training needs assessments, training grant development and administration, and both soft skills and technical training programs.

Contracted services and project management for industrial process improvements, quality initiatives, product development, lean manufacturing, business planning and marketing consulting, business translations, grant writing support and grant administration (e.g., NYS Department of Labor Safety Training Grants, Empire State Development training grants).

Upstate New York Regional Minority Purchasing Council, Inc. (UNYRMPC)

<http://www.unyrmpci.org>

85 River Rock Drive
Suite 113, Mail Slot 14
Buffalo, NY 14207

Linda Terrell, President/CEO

Telephone: 716-871-4120

Fax: 716-871-3725

Email: info@unyrmpci.org

Provides assistance for major corporations to identify and certify qualified minority business persons who can supply these firms with goods and/or services. Maintains directory that is updated semi-annually of certified minority business persons and their capabilities for its members so they have a readily accessible source of MBE information.

Village of Lancaster Community Development

<http://www.lancastervillage.org/partnership.htm>

Municipal Building
5423 Broadway
Lancaster, NY 14086
Jeffrey Striving, Director of Community Development
Telephone: 716-601-1098
Fax: 716-684-4830
Email: jstriving@lancastervillage.org

Offers technical assistance to existing and new businesses and/or facility owners in the Central Business District in the Village. Plans and manages the revitalization activities in the Central Business District, and the Village's expansion of the existing industrial park.

WNY Business Development Fund

<http://www.insyte-consulting.com/Home/Funding/BDF>

726 Exchange Street, Suite 620
Buffalo, NY 14210
Jack McGowan, Professional Business Advisor
Telephone: 716-636-3626
Fax: 716-845-6418
Email: jmcgowan@insyte-consulting.com

Provides seed and growth capital to technology entrepreneurs and start-up companies within Western New York. Applicants may receive an equity investment of up to \$100,000. Investments are made in two phases. A Phase I investment is \$25,000 and a Phase II is \$75,000. Phase I and II funding are subject to separate approval and due diligence and must be matched by funds provided by the entrepreneur or other funding sources. Phase II is not automatic.

WNY Events Centre

11163 Main Street
Clarence, NY 14031
Nick Karnavas, General Manager
Telephone: 716-759-6300 (x211)
Fax: 716-759-6351
Email: nick@eventcentre.net
Versatile site for conventions and trade shows. Has 45,000 square feet of exhibit space.

WNY Foreign Trade Zones Operators, Inc.

<http://www.wnyftz.com>

10 North Gates Avenue
Lackawanna, NY 14218
Timothy J. Palisano, Director of Operations
Telephone: 716-823-2142
Fax: 716-823-2613
Email: ftz@wnyftz.com

Operator of FTZ's Site 1 - Gateway Trade Center. Railroad, truck, water and air transportation are conveniently available. Duty free domestic and distribution, and third party services. Special tax advantages available for qualified firms.

WNY Venture Association

<http://www.wnyventure.com>

726 Exchange Street, Suite 620
Buffalo, NY 14210
Telephone: 716-636-3626
Fax: 716-845-6418
Email: info@wnyventure.com

Provide entrepreneurs an opportunity to present their business plans to interested investors through a series of networking meetings throughout the year. Presenters also receive coaching and feedback about their business plan prior to making presentations.

AGENCY DESCRIPTIONS

Workforce Development Consortium, Inc., Buffalo and Erie County (WDC)

<http://www.wdcinc.org/>

Funded under the Workforce Investment Act of 1998, the WDC offers a wide range of subsidized employment and training services/programs for businesses and individual job seekers.

Business Services

Workforce Development Consortium Business Services Department

<http://www.wdcinc.org/Business/default.asp>

726 Exchange Street, Suite 630
Buffalo, NY 14210

Timothy Doolittle, Administrative Director

Telephone: 716-819-9845

Fax: 716-819-9849

Email: tdoolittle@wdcinc.org

Business services include, but are not limited to the following: employee recruitment and screening, customized training program development, on-the-job training services, specialized assistance for start-ups and expansions and tax credit assistance.

Job Seeker Services - One-Stop Career Centers

Buffalo Employment and Training Center (BETC)

<http://www.workforcebuffalo.org/>

77 Goodell Street
Buffalo, NY 14203

Telephone: 716-856-5627

Fax: 716-856-5670

Email: betc@wdcinc.org

ECC Employment and Training Center

<http://www.ecconestop.org/>

3176 Abbott Road
Orchard Park, NY 14127

Telephone: 716-825-2525

Fax: 716-825-6076

Offers job seekers access to a wide array of job training, education and employment services all under one roof. Services include, but are not limited to the following: career counseling, resume development, interviewing assistance, job training, classroom instruction and job referral and placement.

Workforce Investment Board, Inc., Buffalo and Erie County (WIB)

<http://www.becwib.org>

726 Exchange Street, Suite 632
Buffalo, NY 14210

James Finamore, Executive Director

Timothy Reidy, Chairman

Telephone: 716-504-1480

Fax: 716-504-1483

Email: info@becwib.org

Established under the provisions of the Workforce Investment Act of 1998, the WIB is a private sector driven board appointed by the Erie County Executive and the Mayor of the City of Buffalo and charged with developing local workforce development policies and procedures and overseeing and evaluating their implementation.

World Trade Center Buffalo Niagara (WTCBN)

<http://www.wtcbn.org>

725 Main Street
Buffalo, NY 14203

Chris Johnston, President

John Owen, Director, Trade Consultant

Telephone: 716-852-7160 or 1-877-982-4685

Fax: 716-852-7161

Email: cjohnston@wtcbn.org
jowen@wtcbn.org

The WTCBN is a not-for-profit organization dedicated to the advancement of international trade. Formerly known as the Niagara International Trade Council, WTCBN became a member of the World Trade Centers Association, Inc., in October 2000. The WTCBN, which includes both Canadian and American members is recognized as a bi-national World Trade Center by the World Trade Center's Association, Inc. There are over 300 World Trade Centers in 97 countries, with 72 in North America. The mission of the WTCBN is to create, promote and support business development opportunities from international trade through education, networking, and the provision of trade development services for its members and the regional trading community.

Akron Chamber of Commerce

PO Box 248
85 Main Street
Akron, NY 14001
Will Griffin, President
Telephone: 716-542-4050
Members: 125

Alden Chamber of Commerce

<http://www.aldenny.org>
13500 Broadway PO Box 149
Alden, NY 14004
Steven Weber, President
Barbara Hoskyns, Executive Secretary
Telephone: 716-937-6177
Fax: 716-937-4106
Members: 321

Amherst Chamber of Commerce

<http://www.amherst.org>
Centerpointe Corporate Park
350 Essjay Road, Suite 200
Williamsville, NY 14221
Colleen C. Dipirro, President/CEO
Telephone: 716-632-6905
Fax: 716-632-0548
Members: 2,316

Buffalo Niagara Partnership

<http://www.thepartnership.org>
665 Main Street, Suite 200
Buffalo, NY 14203
Andrew J. Rudnick, President/CEO
Telephone: 716-852-7100
Fax: 716-852-2761
Members: 2,500+

Cheektowaga Chamber of Commerce

<http://www.cheektowaga.org>
Appletree Business Park
2875 Union Road, Suite 50
Cheektowaga, NY 14227
Debra S. Liegl, President/CEO
Telephone: 716-684-5838
Fax: 716-684-5571
Members: 900

Clarence Chamber of Commerce, Inc.

<http://www.clarence.org>
8975 Main Street
Clarence, NY 14031
David Hartzell, President
Telephone: 716-631-3888
Fax: 716-631-3946
Members: 506

East Aurora Chamber of Commerce, Greater

<http://www.eanycc.com>
431 Main Street
East Aurora, NY 14052
Gary D. Grote, Executive Director
Telephone: 716-652-8444
Fax: 716-652-8384
Members: 630

**Serves the following communities: Aurora, Colden, East Aurora, Elma, Holland, Marilla, and Wales.*

Eden Chamber of Commerce

8584 South Main Street
Eden, NY 14057
William Faircloth, President
Telephone: 716-992-4799
Fax: 716-992-4751
Members: 178

Evans - Brant Chamber of Commerce

<http://www.ebccny.org>
70 North Main Street
Angola, NY 14006
John Latimore, President
Telephone: 716-549-3221
Fax: 716-549-3475
Members: 175

CHAMBERS OF COMMERCE

Gowanda Area Chamber of Commerce

<http://www.gowandachamber.org>

28 Jamestown Street
Gowanda, NY 14070
Sue Torrance, President
Telephone: 716-532-2834
Fax: 716-532-2834
Members: 140

Grand Island Chamber of Commerce

<http://www.gichamber.org>

2257 Grand Island Boulevard
Grand Island, NY 14072-1819
John Bonora, President
Telephone: 716-773-3651
Fax: 716-773-3316
Members: 300

Hamburg Chamber of Commerce Inc.

<http://www.hamburg-chamber.org>

Eight South Buffalo Street
Hamburg, NY 14075
Betty B. Newell, President/CEO
Telephone: 716-649-7917
Fax: 716-649-6362
Members: 700

**Kenmore - Town of Tonawanda
Chamber of Commerce**

<http://www.ken-ton.org>

3411 Delaware Avenue
Kenmore, NY 14217
Tracey M. Lukasik, Executive Director
Telephone: 716-874-1202
Fax: 716-874-3151
Members: 700

**Lackawanna Area
Chamber of Commerce**

<http://www.lackawannachamber.com>

638 Ridge Road
Lackawanna, NY 14218
Michael J. Sobaszek, Executive Director
Telephone: 716-823-8841
Fax: 716-823-8848
Members: 150

Lancaster Area Chamber of Commerce

<http://www.laccny.org>

41 Central Avenue, PO Box 284
Lancaster, NY 14086
Megan Burns-Moran, Executive Director
Telephone: 716-681-9755
Fax: 716-684-3385
Members: 400

Orchard Park Chamber of Commerce

<http://www.orchardparkchamber.com>

4211 North Buffalo Road, Suite 14
Orchard Park, NY 14127-2401
Nancy Conley, Executive Director
Telephone: 716-662-3366
Fax: 716-662-5946
Members: 622

Springville Area Chamber of Commerce

<http://www.springvillechamber.com>

23 North Buffalo Street
Springville, NY 14141
Duane Fischer, Executive Director
Telephone: 716-592-4746
Fax: 716-592-4746
Members: 200

Tonawanda Chamber of Commerce

<http://www.the-tonawandas.com>

15 Webster Street
North Tonawanda, NY 14120
Joyce M. Santiago, Executive Director
Telephone: 716-692-5120
Fax: 716-692-1867
Members: 650

West Seneca Chamber of Commerce

<http://www.westseneca.org>

950-A Union Road, Suite 5
West Seneca, NY 14224
Melissa Sheehan, President
Telephone: 716-674-4900
Fax: 716-674-5846
Members: 280

**2009 - 2010 COLLEGES & UNIVERSITIES
(LISTED BY FULL TIME ENROLLMENT)**

BACHELOR DEGREE	Full Time	Part Time
University at Buffalo	24,101	4,780
Buffalo State College	8,859	2,375
Canisius College	3,849	925
Medaille College	2,629	241
D'Youville College	2,258	713
Daemen College	1,736	634
Houghton College	1,193	36
Hilbert College	840	260
Empire State College	558	630
Total	46,023	10,594

ASSOCIATE DEGREE	Full Time	Part Time
Erie Community College	10,394	3,934
Trocaire College	680	508
Cornell Univ. School of Industrial and Labor Relations	0	12,000
Villa Maria College	370	150
Total	11,444	16,592

Source: Business First Book of Lists, 2010

Buffalo State College

<http://www.buffalostate.edu>

1300 Elmwood Avenue
Buffalo, NY 14222

Aaron M. Podolefsky, President

Telephone: 716-878-4000 (General)
716-878-4101 (President's Office)

Canisius College

<http://www.canisius.edu>

2001 Main Street
Buffalo, NY 14208

John J. Hurley, President

Telephone: 716-883-7000 (General)
716-888-2100 (President's Office)

Daemen College

<http://www.daemen.edu>

4380 Main Street
Amherst, NY 14226

Dr. Martin J. Anisman, President

Telephone: 716-839-8225 (General)
716-839-8210 (President's Office)

D'Youville College

<http://www.dyc.edu>

320 Porter Avenue
Buffalo, NY 14201

Sister Denise A. Roche, GNSH, Ph.D., President

Telephone: 716-829-8000 (General)
716-829-7673 (President's Office)

Empire State College

<http://www.esc.edu>

Niagara Frontier Center
AppleTree Business Park
2875 Union Road,
Cheektowaga, NY 14227

Dr. Alan Davis, President

Telephone: 716-686-7800 (General)

Hilbert College

<http://www.hilbert.edu>

5200 South Park Avenue
Hamburg, NY 14075

Cynthia Zane Ed.D, President

Telephone: 716-649-7900 (General)
Same #, Ext. 200 (President's Office)

Houghton College

<http://www.houghton.edu>

One Willard Avenue
Houghton, NY 14744

Dr. Shirley Mullen, President

Telephone: 1-800-777-2556 (General)
716-674-6363 (President's Office)

Medaille College

<http://www.medaille.edu>

18 Agassiz Circle
Buffalo, NY 14214

Dr. Richard T. Jurasek, President

Telephone: 716-880-2000 (General)
716-880-2201 (President's Office)

University at Buffalo

<http://www.buffalo.edu>

State University of New York
Capen Hall
Buffalo, NY 14260

Dr. John B. Simpson, President

Telephone: 716-645-2000 (General)
716-645-2901 (Public Relations)

Bryant & Stratton Business Institute

<http://www.bryantstratton.edu>

John J. Staschak, C.P.A., M.B.A., B.S.
President and Chief Executive Officer

Buffalo Downtown Campus

465 Main Street, Suite 400
Buffalo, NY 14203

Jeff Tredo, Campus Director
Telephone: 716-884-9120

Amherst Campus

Audubon Business Centre
40 Hazelwood Drive
Amherst, NY 14228

Marvel Ross-Jones, Campus Director
Telephone: 716-691-0012

Southtowns Campus

200 Red Tail
Orchard Park, NY 14217
Paul Bahr, Campus Director
Telephone: 716-677-9500

Erie Community College

<http://www.ecc.edu>

City Campus

121 Ellicott Street
Buffalo, NY 14203
Telephone: 716-842-2770

South Campus

4041 Southwestern Boulevard
Orchard Park, NY 14127
Telephone: 716-648-5400

North Campus

6205 Main Street
Williamsville, NY 14221
Telephone: 716-634-0800

Jack Quinn, President

ITT Technical Institute

<http://www.itt-tech.edu>

2295 Millersport Highway, P.O. Box 327
Getzville, NY 14068

Lester Burgess, Campus Director
Telephone: 716-689-2200

Trocaire College

<http://www.trocaire.edu>

360 Choate Avenue
Buffalo, NY 14220-2094

Dr. Paul B. Hurley, Jr., President

Telephone: 716-826-1200 (General)

Villa Maria College

<http://www.villa.edu>

240 Pine Ridge Road
Buffalo, NY 14225

Sister Marcella Marie Garus, President

Telephone: 716-896-0700 (General)

GOVERNMENT - LOCAL ELECTED OFFICIALS

Erie County Executive //

Hon. Chris Collins

County Executive, County of Erie

<http://www.erie.gov>



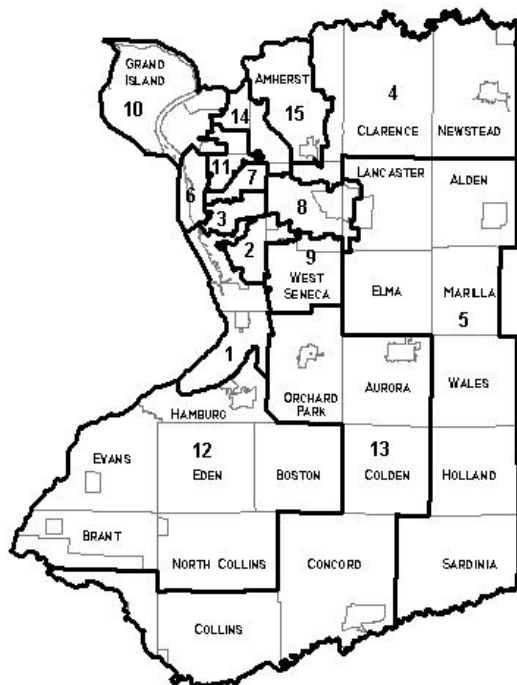
Edward A. Rath County Office Building

95 Franklin Street
Room 1600
Buffalo, NY 14202

Telephone: 716-858-8500

Fax: 716-858-8411

Email: countyexec@erie.gov



PLEASE NOTE

For Additional Information, visit Erie County Legislature
Web Site at:

<http://www.erie.gov/legislature/>

Hon. Daniel M. Kozub

Legislator – 1st District

609 Ridge Road
Lackawanna, NY 14218

Telephone: 716-822-0462

Fax: 716-824-0675

Email: Daniel.Kozub@erie.gov



Hon. Timothy M. Kennedy

Legislator – 2nd District

1928 South Park Avenue
Buffalo, NY 14220

Telephone: 716-824-6180

Fax: 716-825-9484

Email: eriecodistrict2@hotmail.com



Hon. Barbara Miller-Williams

Legislator – 3rd District

427 William Street
Buffalo, NY 14204

Telephone: 716-842-0490

Fax: 716-854-5722

Email: bmw@erie.gov



Hon. Raymond W. Walter

Legislator – 4th District

8180 Main Street
Williamsville, NY 14221

Telephone: 716-631-7650

Fax: 716-631-7652

Email: Raymond.Walter@erie.gov



Hon. Dino J. Fudoli

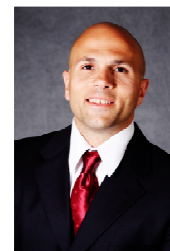
Legislator – 5th District

92 Franklin Street
Buffalo, NY 14202

Telephone: 716-601-3030

Fax: 716-858-8818

Email: Dino.Fudoli@erie.gov



Hon. Maria R. Whyte

Legislator – 6th District

286 Lafayette Avenue
Buffalo, NY 14213

Telephone: 716-874-3257

Fax: 716-874-4779

Email: Maria.Whyte@erie.gov



Hon. Betty Jean Grant

Legislator – 7th District

790 East Delavan Avenue
Buffalo, NY 14215

Telephone: 716-894-0914

Fax: 716-896-1463

Email: BettyJean.Grant@erie.gov



Hon. Thomas J. Mazur

Legislator – 8th District

1214 Walden Avenue
Cheektowaga, NY 14211

Telephone: 716-893-4385
Fax: 716-894-4539

Email: Thomas.Mazur@erie.gov



Hon. Christina Wleklinski Bove

Legislator – 9th District

1104 Union Road
West Seneca, NY 14224

Telephone: 716-675-8817
Fax: 716-677-2306

Email: bove@erie.gov



Hon. Kevin R. Hardwick

Legislator – 10th District

92 Franklin Street
Buffalo, NY 14202

Telephone: 716-873-3438
Fax: 716-858-8818

Email: Kevin.Hardwick@erie.gov



Hon. Lynn M. Marinelli

Legislator – 11th District

1701 Hertel Avenue
Buffalo, NY 14216

Telephone: 716-832-0493
Fax: 716-832-0494

Email: Lynn.Marinelli@erie.gov



Hon. Lynne Dixon

Legislator – 12th District

92 Franklin Street
Buffalo, NY 14202

Telephone: 716-649-2640
Fax: 716-858-8818

Email: Lynne.Dixon@erie.gov



Hon. John J. Mills

Legislator – 13th District

652 Main Street
East Aurora, NY 14052

Telephone: 716-655-5650
Fax: 716-655-5396

Email: John.Mills@erie.gov



Hon. Thomas A. Loughran

Legislator – 14th District

7 Bernhardt Drive
Amherst, NY 14226

Telephone: 716-836-0198
Fax: 716-836-0199

Email: Thomas.Loughran@erie.gov



Hon. Edward A. Rath, III

Legislator – 15th District

5500 Main Street, Suite #1
Williamsville, NY 14221

Telephone: 716-633-0617
Fax: 716-633-0618

Email: Edward.Rath@erie.gov



CITY MAYORS

**Hon. Byron W. Brown
Mayor, City of Buffalo**

<http://www.ci.buffalo.ny.us>

65 Niagara Square
201 City Hall
Buffalo, NY 14202

Telephone: 716-851-4841

Fax: 716-851-4360

Email: mayorbrownwebmail@ch.ci.buffalo.ny.us

Gerald Chwalinski, City Clerk | 716-851-5431

**Hon. Norman L. Polanski, Jr.
Mayor, City of Lackawanna**

714 Ridge Road
Lackawanna, NY 14218

Telephone: 716-827-6464

Fax: 716-827-6678

Email: mayor@ci.lackawanna.ny.us

Jacqueline Caferro, City Clerk | 716-827-6452

**Hon. Ronald Piloizzi
Mayor, City of Tonawanda**

<http://www.ci.tonawanda.ny.us>

200 Niagara Street
Tonawanda, NY 14150

Telephone: 716-695-8645

Fax: 716-695-8314

Email: mayor@ci.tonawanda.ny.us

Janice R. Bodie, City Clerk | 716-695-8318

VILLAGE MAYORS

**Hon. Carl E. Patterson
Mayor, Village of Akron**

<http://www.erie.gov/akron>

21 Main Street, PO Box 180
Akron, NY 14001-0180

Telephone: 716-542-9636

Fax: 716-542-5586

Daniel P. Borchert, Village Clerk | 716-542-9636

VILLAGE MAYORS CONTINUED

**Hon. Richard Kegler
Mayor, Village of Alden**

13336 Broadway
Alden, NY 14004

Telephone: 716-937-9216

Fax: 716-937-8936

Elizabeth A. Kegler, Village Clerk | 716-937-9216

**Hon. Howard Frawley
Mayor, Village of Angola**

41 Commercial Street
Angola, NY 14006

Telephone: 716-549-1126

Fax: 716-549-5130

Email: info@villageofangola.org

Linda D. Giancarlo, Village Clerk | 716-549-1126

**Hon. Ernest J. Jewett
Mayor, Village of Blasdell**

121 Miriam Avenue
Blasdell, NY 14219

Telephone: 716-822-1921

Fax: 716-822-7127

Email: mayor@villageofblasdell.com

Janet L. Plarr, Village Clerk | 716-822-1921

**Hon. Barbara A. Alberti
Mayor, Village of Depew**

<http://www.villageofdepew.org>

85 Manitou Street
Depew, NY 14043

Telephone: 716-683-1400

Fax: 716-683-3538

Email: balberti@villageofdepew.org

Elizabeth Melock, Village Clerk/Admin. | 716-683-7451

**Hon. Allan A. Kasprzak
Mayor, Village of East Aurora**

<http://www.east-aurora.ny.us>

571 Main Street
East Aurora, NY 14052

Telephone: 716-652-6000

Fax: 716-652-1290

Email: mayor@east-aurora.ny.us

Kimberly Reichert, Village Clerk | 716-652-6000

Hon. Terry L. Caber, Sr.
Mayor, Village of Farnham

526 Commercial Street
Farnham, NY 14061
Telephone: 716-549-0890
Fax: 716-549-7149
Email: farnhammayor@roadrunner.com
Judy Trask, Village Clerk-Treasurer | 716-549-0890

Hon. Richard L. Klancer
Mayor, Village of Gowanda

27 East Main Street
Gowanda, NY 14070
Telephone: 716-532-3353
Fax: 716-532-2938
Kathleen V. Mohawk, Village Clerk | 716-532-3353

Hon. Thomas J. Moses, Sr.
Mayor, Village of Hamburg

<http://www.villagehamburg.com>
100 Main Street
Hamburg, NY 14075
Telephone: 716-649-0200
Fax: 716-646-6558
Email: mayor@villageofhamburg.com
Donald P. Witkowski, Vill. Clerk/Admin. | 716-649-0200

Hon. Patrick Mang
Mayor, Village of Kenmore

<http://www.vi.kenmore.ny.us/>
2919 Delaware Avenue
Kenmore, NY 14217
Telephone: 716-873-5700
Fax: 716-873-0004
Kathleen Johnson, Esq., Village Clerk | 716-873-5700

Hon. William G. Cansdale, Jr.
Mayor, Village of Lancaster

<http://www.lancastervillage.org>
5423 Broadway
Lancaster, NY 14086
Telephone: 716-683-2105
Fax: 716-684-4830
Michael Stegmeier, Village Clerk | 716-683-2105

Hon. John Mrozek
Mayor, Village of North Collins

10543 Main Street
North Collins, NY 14111
Telephone: 716-337-3160
Fax: 716-337-3265
Email: villageofnorthcollins@juno.com
Kathleen Myers, Village Clerk | 716-337-3160

Hon. John B. Wilson
Mayor, Village of Orchard Park

4295 South Buffalo Street
Orchard Park, NY 14127
Telephone: 716-662-9327
Fax: 716-662-0891
Email: mayor@orchardparkvillage.org
Mary Beth Jensen, Village Clerk | 716-662-9327

Hon. Leonard Szymanski
Mayor, Village of Sloan

425 Reiman Street
Sloan, NY 14212
Telephone: 716-897-1560
Fax: 716-896-2728
Email: sloanny@adelphia.net
Debra Smith, Village Clerk | 716-897-1560

Hon. William Krebs
Mayor, Village of Springville

5 West Main Street, PO Box 17
Springville, NY 14141
Telephone: 716-592-4936
Fax: 716-592-7088
Email: wkrebs@villageofspringvilleny.com
Timothy L. Horner, Vill. Admin. | 716-592-4936

Hon. Mary E. Lowther
Mayor, Village of Williamsville

<http://www.village.williamsville.ny.us>
5565 Main Street
Williamsville, NY 14221
Telephone: 716-632-4120
Fax: 716-632-6009
Email: m_lowther@village.williamsville.ny.us
Lynda Juul, Vill. Clerk/Admin. | 716-632-4120

Hon. Ron Smith
Supervisor, Town of Alden

<http://alden.erie.gov>

3311 Wende Road
Alden, NY 14004
Telephone: 716-937-6969
Fax: 716-937-9817
Email: smithr@alden.erie.gov
Debra A. Crist, Town Clerk | 716-937-6969

Hon. Barry A. Weinstein
Supervisor, Town of Amherst

<http://www.amherst.ny.us>

5583 Main Street
Williamsville, NY 14221
Telephone: 716-631-7032
Fax: 716-631-7146
Email: bweinstein@amherst.ny.us
Deborah Bucki, Town Clerk | 716-631-7021

Hon. Jolene M. Jeffe
Supervisor, Town of Aurora

<http://www.townofaurora.com>

5 South Grove Street
East Aurora, NY 14052
Telephone: 716-652-7590
Fax: 716-652-3507
Email: jjeffe@townofaurora.com
Martha L. Librock, Town Clerk | 716-652-3280

Hon. Martin A. Ballowe
Supervisor, Town of Boston

<http://www.townofboston.com>

8500 Boston State Road
Boston, NY 14025
Telephone: 716-941-6113
Fax: 716-941-6116
Email: supervisorballowe@townofboston.com
David J. Shenk, Town Clerk | 716-941-6113

Hon. Leonard K. Pero
Supervisor, Town of Brant

1294 Brant-North Collins Road,
P.O. Box 228
Brant, NY 14027
Telephone: 716-549-0282
Fax: 716-549-0623
Email: supervisor@brantny.com
Thea Ells, Town Clerk | 716-549-0282

Hon. Mary F. Holtz
Supervisor, Town of Cheektowaga

3301 Broadway and Union Road
Cheektowaga, NY 14227
Telephone: 716-686-3400
Fax: 716-686-3551
Email: mholtz@tocny.org
Alice Magierski, Town Clerk | 716-686-3434

Hon. Scott A. Bylewski
Supervisor, Town of Clarence

One Town Place
Clarence, NY 14031
Telephone: 716-741-8930
Fax: 716-741-4715
Email: sbylewski@clarence.ny.us
Nancy C. Metzger, Town Clerk | 716-741-8938

Hon. Annie M. Hoffman
Supervisor, Town of Colden

S-8812 State Road
Colden, NY 14033
Telephone: 716-941-5022
Fax: 716-941-9335
Email: coldensupervisor@erie.gov
Alice M. Wangelin, Town Clerk | 716-941-5012

Hon. Merle A. Harvey
Supervisor, Town of Collins

14093 Mill Street
P.O. Box 420
Collins, NY 14034
Telephone: 716-532-4874
Fax: 716-532-3968
Becky Jo Summers, Town Clerk | 716-532-4887

Hon. Gary A. Eppolito
Supervisor, Town of Concord

86 Franklin Street
P.O. Box 368
Springville, NY 14141
Telephone: 716-592-4946
Fax: 716-592-5030
Email: supervisor@townofconcordny.com
Mary E. Bolt, Town Clerk | 716-592-4948

Hon. Glenn R. Nellis
Supervisor, Town of Eden

<http://www.edenny.org>

2795 East Church Street
Eden, NY 14057-0156

Telephone: 716-992-3408

Fax: 716-992-4131

Mary Jo Hultquist, Town Clerk | 716-992-3406

Hon. Michael P. Nolan
Supervisor, Town of Elma

<http://elmanewyork.com>

1600 Bowen Road
Elma, NY 14059

Telephone: 716-652-3260

Fax: 716-652-3560

Email: supervisor@elma.newyork.com

Patricia A. King, Town Clerk | 716-652-3260

Hon. Francis J. Pordum
Supervisor, Town of Evans

<http://www.townofevans.org>

8787 Erie Road
Angola, NY 14006-9600

Telephone: 716-549-5787

Fax: 716-549-0972

E-mail: supervisor@townofevans.org

Jonica DiMartino, Town Clerk | 716-549-8787

Hon. Peter A. McMahon
Supervisor, Town of Grand Island

<http://www.grand-island.ny.us>

2255 Baseline Road
Grand Island, NY 14072

Telephone: 716-773-9600

Fax: 716-773-9618

E-mail: supervisor@grand-island.ny.us

Patricia Frentzel, Town Clerk | 716-773-9600 Ext. 600

Hon. Steven J. Walters
Supervisor, Town of Hamburg

<http://www.townofhamburgny.com>

S-6100 South Park Avenue
Hamburg, NY 14075

Telephone: 716-649-6111

Fax: 716-649-4087

Email: supervisor@townofhamburg.com

Catherine Rybczynski, T. Clerk | 716-649-6111, Ext. 2360

Hon. Michael C. Kasprzyk
Supervisor, Town of Holland

47 Pearl Street
Holland, NY 14080

Telephone: 716-537-9443

Fax: 716-537-9454

Sandra Smith, Town Clerk | 716-537-9443

Hon. Robert H. Giza
Supervisor, Town of Lancaster

<http://www.lancasterny.com>

21 Central Avenue
Lancaster, NY 14086

Telephone: 716-683-1610

Fax: 716-683-0512

Johanna M. Coleman, Town Clerk | 716-683-9028

Hon. George Gertz
Supervisor, Town of Marilla

<http://www.townofmarilla.com>

S-1740 Two Rod Road
Marilla, NY 14102

Telephone: 716-652-7293

Fax: 716-652-2541

Email: ggertz@townofmarilla.com

Dawn Pearce, Town Clerk | 716-652-5350

Hon. David L. Cummings
Supervisor, Town of Newstead

<http://www.erie.gov/newstead/>

Five Clarence Center Road
P.O. Box 227
Akron, NY 14001

Telephone: 716-542-1231

Fax: 716-542-3702

E-mail: dcummings@townofnewstead.com

Dawn D. Izydorczak, Town Clerk | 716-542-4573

Hon. Thomas R. O'Boyle
Supervisor, Town of North Collins

2061 Sherman Avenue,
P.O. Box 640
North Collins, NY 14111

Telephone: 716-337-3839

Fax: 716-337-3839

Margaret J. Orrange, Town Clerk | 716-337-3391

GOVERNMENT - LOCAL ELECTED OFFICIALS

» **TOWN SUPERVISORS**

Hon. Janis A. Colarusso
Supervisor, Town of Orchard Park

<http://www.orchardparkny.org>

4295 South Buffalo Street
Orchard Park, NY 14127

Telephone: 716-662-6400

Fax: 716-662-6479

E-mail: opsupervisor@orchardparkny.org

Carol R. Hutton, Town Clerk | 716-662-6410

Hon. Mary L. Hannon
Supervisor, Town of Sardinia

<http://www.erie.gov/sardinia>

12320 Savage Road
Sardinia, NY 14134

Telephone: 716-496-8900

Fax: 716-496-8917

Betsy A. Marsh, Town Clerk | 716-496-8900

Hon. Anthony F. Caruana
Supervisor, Town of Tonawanda

<http://tonawanda.ny.us>

2919 Delaware Avenue
Kenmore, NY 14217

Telephone: 716-877-8804

Fax: 716-877-1261

Melissa Brinson, Town Clerk | 716-877-8800

Hon. Rickey A. Venditti
Supervisor, Town of Wales

12345 Big Tree Road
Wales Center, NY 14169

Telephone: 716-652-0589

Fax: 716-652-3703

Sharon Marfurt, Town Clerk | 716-652-0589

Hon. Wallace C. Piotrowski
Supervisor, Town of West Seneca

1250 Union Road
West Seneca, NY 14224

Telephone: 716-674-5600

Fax: 716-677-4330

Email: wp Piotrowski@twsnny.org

Patricia C. DePasquale, Town Clerk | 716-558-3215

GOVERNMENT - STATE ELECTED OFFICIALS

» **GOVERNOR**

Hon. David A. Paterson
Governor, State of New York

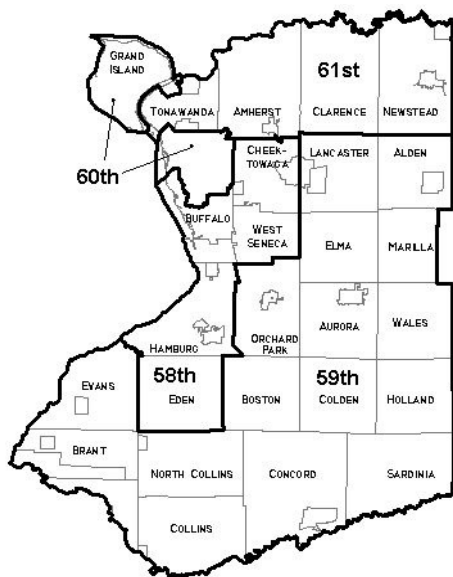
<http://www.ny.gov/>



Executive Chamber
State Capitol
Albany, NY 12224

Telephone: 518-474-8390

E-mail: gov.paterson@chamber.state.ny.us



PLEASE NOTE

Districts 59, 60, and 61 extend beyond
 Erie County

For additional information, visit the
 Senate website at:
<http://www.senate.state.ny.us>

Hon. William T. Stachowski 58th District

Local Office:

2030 Clinton Street
 Buffalo, NY 14206

Telephone: 716-826-3344

Fax: 716-823-6372

Albany Office:

918 Legislative Office Building
 Albany, NY 12247

Telephone: 518-455-2426

Fax: 518-426-6851

E-mail: stachows@senate.state.ny.us



Hon. Dale M. Volker 59th District

Local Office:

4729 Transit Road, Suite 5
 Depew, NY 14043

Telephone: 716-656-8544

Fax: 716-656-8961

Albany Office:

808 Legislative Office Building
 Albany, NY 12247

Telephone: 518-455-3471

Fax: 518-426-6949

Email: volker@senate.state.ny.us



Hon. Antoine M. Thompson 60th District

Local Office:

65 Court Street, Room 213
 Buffalo, NY 14202

Telephone: 716-854-8705

Fax: 716-854-3051

Albany Office:

902 Legislative Office Building
 Albany, NY 12247

Telephone: 518-455-3371

Fax: 518-426-6969

E-mail: athompson@senate.state.ny.us



Hon. Michael H. Ranzenhofer 61st District

Local Office:

8203 Main Street, Suite 4
 Williamsville, NY 14221

Telephone: 716-631-8695

Fax: 716-634-4321

Albany Office:

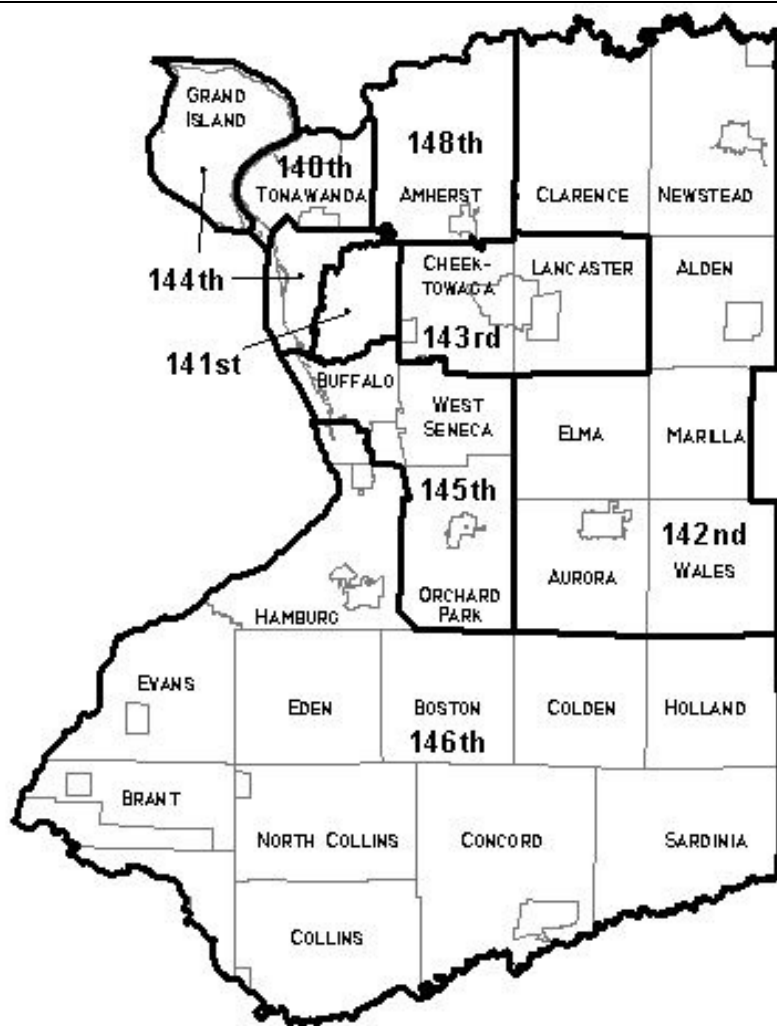
315 Legislative Office Building
 Albany, NY 12247

Telephone: 518-455-3161

Fax: 518-426-6963

Email: ranz@senate.state.ny.us





PLEASE NOTE

Districts 140, 142, and 148 extend beyond Erie County

For additional information, visit the Assembly website at:
<http://www.assembly.state.ny.us>

Hon. Robin Schimminger 140th District

Local Office:

3514 Delaware Avenue
Kenmore, NY 14217

Telephone: 716-873-2540

Fax: 716-873-5675

Albany Office:

847 Legislative Office Building
Albany, NY 12248

Telephone: 518-455-4767

Fax: 518-455-4724

E-mail: schimmr@assembly.state.ny.us



Hon. Crystal D. Peoples- Stokes 141st District

Local Office:

792 East Delavan Avenue
Buffalo, NY 14215

Telephone: 716-897-9714

Fax: 716-897-1154

Albany Office:

619 Legislative Office Building
Albany, NY 12248

Telephone: 518-455-5005

Fax: 518-455-5471

E-mail: peoplec@assembly.state.ny.us



Hon. Jane L. Corwin
142nd District

Local Office:

8180 Main Street
Clarence, NY 14221
Telephone: 716-839-4691
Fax: 716-839-4693

Albany Office:

721 Legislative Office Building
Albany, NY 12248
Telephone: 518-455-4601
Fax: 518-455-5257
E-mail: corwinj@assembly.state.ny.us



Hon. Mark J. F. Schroeder
145th District

Local Office:

2189 Seneca Street
Buffalo, NY 14210
Telephone: 716-826-0152
Fax: 716-826-0347

Albany Office:

510 State Capitol Building
Albany, NY 12248
Telephone: 518-455-4691
Fax: 518-455-5238
E-mail: schroem@assembly.state.ny.us



Hon. Dennis H. Gabryszak
143rd District

Local Office:

2560 Walden Avenue, Suite 109
Cheektowaga, NY 14225
Telephone: 716-686-0080
Fax: 716-686-0083

Albany Office:

327 Legislative Office Building
Albany, NY 12248
Telephone: 518-455-5921
Fax: 518-455-3962
E-mail: gabryszakd@assembly.state.ny.us



Hon. Jack Quinn
146th District

Local Office:

3812 South Park Avenue
Blasdell, NY 14219
Telephone: 716-826-1878
Fax: 716-826-0808

Albany Office:

718 Legislative Office Building
Albany, NY 12248
Telephone: 518-455-4462
Fax: 518-455-5560
E-mail: quinnj@assembly.state.ny.us



Hon. Sam Hoyt
144th District

<http://www.samhoyt.org>

Local Office:

936 Delaware Avenue, Suite 005
Buffalo, NY 14209
Fax: 716-885-9636

Albany Office:

837 Legislative Office
Albany, NY 12248
Telephone: 518-455-4886
Fax: 518-455-4890
E-mail: hoyts@assembly.state.ny.us



Hon. James P. Hayes
148th District

Local Office:

5555 Main Street
Amherst, NY 14221
Telephone: 716-634-1895
Fax: 716-634-1250

Albany Office:

444 State Capitol Building
Albany, NY 12248
Telephone: 518-455-4618
Fax: 518-455-5023
E-mail: hayesj@assembly.state.ny.us



Hon. Kirsten E. Gillibrand

<http://gillibrand.senate.gov>

Local Office:

Larkin at Exchange
726 Exchange Street
Suite 511
Buffalo, NY 14210
Telephone: 716-854-9725
Fax: 716-854-9731



Washington Office:

United States Senate
Russell Senate Office Building
Room 478
Washington, DC 20510
Telephone: 202-224-4451
Fax: 202-228-0282
E-mail: senator@gillibrand.senate.gov

Hon. Charles E. Schumer

<http://schumer.senate.gov>

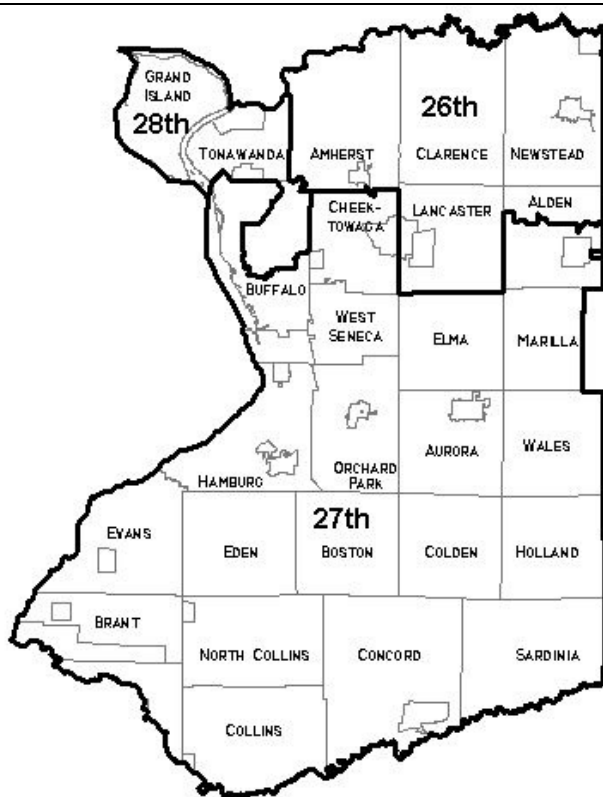
Local Office:

130 South Elmwood Avenue
Suite 660
Buffalo, NY 14202
Telephone: 716-846-4111
Fax: 716-846-4113



Washington Office:

United States Senate
Hart Senate Building
Room 313
Washington, DC 20510
Telephone: 202-224-6542
Fax: 202-228-3027
E-mail: senator@schumer.senate.gov



PLEASE NOTE

All Congressional Districts listed (26, 27 and 28)
extend beyond Erie County

Hon. Chris Lee

26th District

<http://www.chrislee.house.gov>

Local Office:

325 Essjay Road, Suite 405
Williamsville, NY 14221
Telephone: 716-634-2324
Fax: 716-631-7610

Washington Office:

1711 Longworth
House Office Building
Washington, DC 20515
Telephone: 202-225-5265
Fax: 202-225-5910



Hon. Brian Higgins

27th District

<http://higgins.house.gov>

Local Office:

Larkin at Exchange
726 Exchange Street
Suite 601
Buffalo, NY 14210

Telephone: 716-852-3501

Fax: 716-852-3929

Washington Office:

431 Cannon House Office Building
Washington, DC 20515

Telephone: 202-225-3306

Fax: 202-226-0347



Hon. Louise M. Slaughter

28th District

<http://www.slaughter.house.gov>

Local Office:

465 Main Street, Suite 105
Buffalo, NY 14203

Telephone: 716-853-5813

Fax: 716-853-6347

Washington Office:

Rayburn House Office Building
Room 2469
Washington, DC 20515

Telephone: 202-225-3615

Fax: 202-225-7822



Frequently Asked Questions:

- ***I want to start a business. What do I do first?***
First decide on a name then contact the **Erie County Clerk's Office**.
- ***Where can I get the necessary forms?***
Go on-line to our web site to get your 'Doing Business As' Form which is needed to start up your business. Cost of \$35.00 covers the filing, and a certified copy for filer's record and a certified copy for a business bank account. Additional certified copies are \$ 5.00 each. We will research your business name and process from your DBA Form. **www.erie.gov.clerk** or call 858-7467
- ***What can I name my company?***
Any name is acceptable with the exception of the following suffixes: Inc., LLP, LLC – or anything else that might have a specific legal meaning. Our staff will work with you to ensure your name is not already in use.
- ***Where can I file my DBA?***
All sole proprietorship and partnerships DBAs for businesses whose transactions are in Erie County should be filed in the Basement Records Office in: **Old Erie County Hall, 92 Franklin Street Buffalo, New York 14202.**
- ***Can I mail it in?***
Yes, however a search fee for \$5.00 for every two years we search will be added to the price. The form must be filled out correctly and notarized with self-address stamped envelopes provided for each certified copy needed.
- ***How much does it cost?***
It costs \$25.00 to file and \$5.00 for each certified copy (if you provide your own forms, we will charge you only \$5.00 per certified copy.) ** Most people who are interested in starting a business receive two certified copies (one for the bank and one for themselves.)**
- ***What do I need to start a DBA?***
In order to file all the paperwork you need, all you need is a valid form of picture ID (such as a NYS Driver's License) and cash, check, or money order.
- ***Can I get my DBA notarized at Erie County Hall?***
Yes! There are a number of Notaries and Commissioners of Deeds here that are available to notarize your DBA – in Basement Records, nearly all of our clerks are qualified to notarize your documents as well as make sure they are correctly filled out.
- ***Where can I go to obtain licenses and permits?***
The best thing to do is contact your local city/town hall for specific requirements. If you plan to operate a business in your home, check to make sure you are not in violation of local zoning ordinances. The number for the Buffalo City Hall office is 851-4954.
- ***Can I start a corporation and a d/b/a under a corporation with the county?***
No, at this time all corporations and d/b/a's for a corporation owner and done through the Division of Corporations in Albany. Contact (518) 473-2492 or **www.dos.state.ny.us**.

BUSINESS PLAN CONTENTS

Developing and maintaining a successful business requires planning. In some cases it may only be a concept in the entrepreneur's mind. A written business plan can be an invaluable business tool that the entrepreneur can use to identify and exploit opportunities. It is also helpful in anticipating problems and developing strategies for avoiding or minimizing those problems.

Preparing a comprehensive, written business plan has a number of significant benefits to the entrepreneur including:

- Forcing the entrepreneur to establish goals.
- Focusing the entrepreneur's attention on all aspects of the business (sales, finance, organization, etc.)
- Forcing an entrepreneur to consider the interrelationship of each facet of the business. For example, is the plant large enough to satisfy the projected sales demand? If not, what will it cost to build additional capacity and when will it be needed?
- Giving the entrepreneur the background for making decisions that are consistent over time and that consider the ultimate goals and objectives of the business.
- Presenting an overview of the projected business and information that prospective investors and lenders might want.

The intended use of the plan will influence what format, layout and content are chosen. For example, the sequence and emphasis of the plan may differ when requesting friends or relatives to provide seed capital and/or requesting a bank to provide a working capital line of credit. A venture capitalist may be most interested in long-term return on capital and the price earnings ratio at the time of initial public offering. Banks, on the other hand, may be most interested in the cash flow available to service debt. The plan may be packaged so that the section of most interest to a particular reader can be placed first. Graphics make many ideas easier to understand. Financial information, for example, may be the best communicated with bar or pie chart. Flow charts may make it easier to understand the steps of manufacturing or design process. Such diagrams make the plan more inviting and easier to comprehend.

While each business plan will be different, depending on the business and what the plan will be used for, the following is an **outline of items** that might be addressed in a business plan.

GOALS AND OBJECTIVES

- A statement of the goals of the company.
- A list of specific objectives and when they will be accomplished.

PRODUCTS AND SERVICES

- Description of the product line. If the company plans on developing more than one product, how will the promotion and manufacture of one affect the other?
- Proprietary position - patents, copyrights, trademarks, and other legal and technical considerations.
- Requirements of regulatory agencies.
- Comparison of competitor's products.
- Break-even analysis by product.

UNIQUE COMPETITIVE ADVANTAGE

- Management experience or skills.
- Product superiority or price advantage.
- Market advantages, such as large contracts with a major customer or supplier.
- Other advantages, such as proximity to a large market, or proximity of labor supplies, raw materials, energy, transportation or inexpensive labor.

MARKET ANALYSIS

- Description of the target market and an approximation of its size and growth potential.
- Site selection for retail outlets - traffic count, disposable income and other demographic characteristics of surrounding area.
- Industry trends.
- Competitors and analysis of their strengths and weaknesses.

MARKETING STRATEGY

- Specific goals and timetables for market penetration.
- Overall strategy and how this will be affected by the reactions of competitors.
- Relationships with suppliers and distributors and any distribution or licensing agreements.
- Selling policy - selection between sales and leasing, credit payment terms.
- Service arrangements, product support and customer training, and warranty terms.
- Promotion and advertising plans.
- Pricing policy – whether it will be determined by competition or by cost of goods, and how market forces will affect pricing.
- How products will be distributed – licensing, franchising, agency contracts, wholesaling retailing or direct sales.

Small Business Development Center Guidelines for Entrepreneurs or Start-ups Seeking Capital

MANUFACTURING PROCESS

- Materials and components required for products.
- Sources of supply and alternatives if materials become unavailable.
- Production methods.
- Condition of production facilities and equipment.
- Environmental factors restricting use of chemicals, disposal of wastes, pollution and noise control, potential impact.
- Labor requirements and effects of strikes, collective bargaining and turnover. How will changes in compensation structure or productivity affect the business?
- Availability and cost of transportation, energy and other utilities.
- Quality assurance products.
- Plant capacity and long term alternatives.

MANAGEMENT PLAN

- Form of business organization.
- Board of Directors composition.
- Detail of stock ownership, names of stockholders and shares owned. Potential ownership, warrants, rights, and options should be also discussed.
- Organization chart and responsibilities of officers.
- Experience and background of principles and key employees and any potential problems, such as agreements not to compete.
- Investment involvement of principal.
- Staffing plan/number of employees. Include plans for additions of employees, when they will be needed and the qualifications that will be required.
- Space requirements, facilities plan and planned capital improvements.
- Operating plan and schedule of upcoming work for next one to two years.
- Internal control, accounting, inventory and management reporting systems.

FINANCIAL DATA

- Current audited (or revised) financial statement, if available.
- Three to five year financial projections (first year by quarters; remaining years annually) including profit-and-loss statements, balance sheets, cash flow statement and capital expenditure estimate.
- Explanation of projections (assumptions).
- Start-up, and research and development costs.
- Analysis of capitalization decisions, such as whether to lease or buy equipment.
- Analysis of fixed costs versus those that vary with business or production level.
- Key business ratios with comparison to industry averages.
- Access to funding sources, such as industrial revenue bonds and public sector financing.

FINANCIAL DATA CONTINUED

- Analysis of cost alternatives, such as subcontracting for production of components rather than producing them in house or contracting with outsiders for financial or other services.
- Explanation of use and effect of new funds.
- Potential return to investors compared to competitors and the industry in general.

EXECUTIVE SUMMARY

If a business plan will be used for presentation to potential lenders or investors, it should be prefaced with an executive summary. This summary is to give the reader an overview of the business plan. It must be well written, brief (two-to-five pages at the most) and to the point. It should include the following:

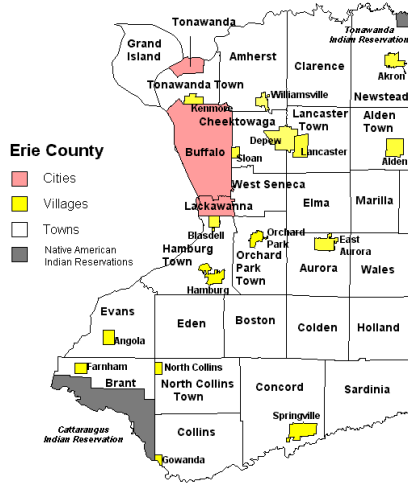
- Purpose of business plan – for example, to attract investment from venture capitalists.
- Business description; name, location and plant description, products, market and competition, and management expertise.
- Business goals and timetables.
- The market and competition, both current and anticipated, and a discussion of market share.
- Summary of your market strategy.
- Listing of key management personnel and their experience.
- Summary of the unique advantage that will contribute to the success of the business.
- Summary of financial needs and application of funds.
- Payback period, earnings projections and potential return to investors.

ADDITIONAL INFORMATION

Although the summary should ideally catch the reader's eye and induce the individual to read more, it will be the only thing some of them read. As a result, it should present your company to potential lenders and investors not only clearly and concisely, but also completely.

If you use the business plan as the basis for applying for a loan from the bank, you may be required to provide additional information about yourself and your personal financial situation. Such additional information items may include credit references, income tax returns and personal financial statements.

ERIE COUNTY FACTS



Number of Cities	3
Number of Villages	16
Number of Towns	25
Total Number of Municipalities	44
Land Area - Square Miles	1,044.7
Land Area - Square Kilometers	2,705.7

POPULATION

2008 Total	909,845
2000 Total	950,265
% Change '00 - '08	-4.3%
Population Density '00	910 persons per sq. mile
Source: U.S. Census Bureau	



2006 POPULATION

BY RACE

(TOTAL POPULATION - 921,390)

	#	%
White (not Hispanic or Latino)	748,896	81
Black or African American (not Hispanic or Latino)	123,273	13.4
Asian (not Hispanic or Latino)	18,689	2
Two or more races	13,310	1
American Indian and Alaska Native (not Hispanic or Latino)	4,861	.5
Some other race	12,296	1.3
Native Hawaiian and Other Pacific Islander (not Hispanic or Latino)	65	.007

Source: U.S. Census Bureau

POPULATION CHANGE 2000 - 2009

Area	2009	2000	POP. CHANGE #	POP. CHANGE %
CITIES				
Buffalo	270,240	292,648	-22,408	-7.7
Lackawanna	17,539	19,064	-1,525	-8.0
Tonawanda	14,766	16,136	-1,370	-8.5
Total Cities	302,545	327,848	-25,303	-7.7
TOWNS				
Alden	10,287	10,470	-183	-1.7
Amherst	115,535	116,510	-975	-8.4
Aurora	13,504	13,996	-492	-3.5
Boston	7,805	7,897	-92	-1.7
Brant	1,829	1,906	-77	-4.0
Cheektowaga	87,496	94,019	-6,523	-6.9
Clarence	28,084	26,123	1,971	7.5
Colden	3,271	3,323	-52	-1.7
Collins	7,047	8,307	-1,215	-14.6
Concord	8,376	8,526	-150	-1.8
Eden	7,724	8,076	-352	-4.4
Elma	11,351	11,304	47	.42
Evans	16,822	17,594	-772	-4.4
Grand Island	19,025	18,621	404	2.2
Hamburg	55,989	56,259	-270	-.5
Holland	3,489	3,603	-114	-3.2
Lancaster	40,386	39,019	1,367	3.5
Marilla	5,579	5,709	-130	-2.3
Newstead	8,349	8,404	-55	-.7
North Collins	3,250	3,376	-126	-3.7
Orchard Park	28,607	27,637	970	3.5
Sardinia	2,669	2,692	-23	-.9
Tonawanda	71,749	78,155	-6,406	-8.2
Wales	2,835	2,960	-125	-4.2
West Seneca	43,753	45,920	-2,167	-4.7
Total Towns	604,811	620,406	-15,595	-2.5
RESERVATIONS				
Cattaraugus	1,882	2,001	-119	-6.0
Tonawanda	9	10	-1	-.1
Total Reserve	1,891	2,011	-120	-6.0
Erie County	909,247	949,758	-40,511	-4.3
VILLAGES				
(Village populations are included in Town Totals)				
Akron	2,967	3,085	-118	-3.8
Alden	2,549	2,666	-117	-4.4
Angola	2,130	2,266	-136	-6.0
Blasdell	2,505	2,718	-213	-7.8
Depew	9,394	16,629	-7,235	-43.5
East Aurora	6,251	6,673	-422	-6.3
Farnham	311	322	-11	-3.4
Gowanda (pt.)	2,630	2,842	-212	-7.5
Hamburg	9,402	10,116	-714	-7.1
Kenmore	14,954	16,426	-1,472	-9.0
Lancaster	11,065	11,188	-123	-1.1
North Collins	999	1,079	-80	-7.4
Orchard Park	3,039	3,294	-255	-7.7
Sloan	3,436	3,775	-339	-8.9
Springville	4,165	4,252	-87	-2.0
Williamsville	5,100	5,573	-473	-8.5

Source: U.S. Census Bureau- Prepared by Empire State Development

ERIE COUNTY BUSINESS ASSISTANCE DIRECTORY

ERIE COUNTY FACTS

2006 POPULATION BY SEX AND AGE

(TOTAL POPULATION - 921,390)

	#	%
Male	442,707	48
Female	478,683	52
Under 9 years	103,195	11.2
10 to 14 years	62,654	6.8
15 to 24 years	136,365	14.8
25 to 34 years	103,195	11.2
35 to 44 years	126,230	13.7
45 to 54 years	142,815	15.5
55 to 64 years	105,038	11.4
65 to 74 Years	66,340	7.2
75 Years and Over	76,475	8.2
Median Age (years)	39.7	100

Source: U.S. Census Bureau

HOUSEHOLDS

2007 Total	374,234
2000 Total	380,873
% Change '00 - '07	-.02

Source: U.S. Census Bureau



AVERAGE HOUSEHOLD SIZE

2007	2.39
2000	2.41

Source: U.S. Census Bureau

FAMILIES

2007 Total	231,357
2000 Total	243,539
% Change '00 - '07	-5.0%

Source: U.S. Census Bureau

UNEMPLOYMENT RATES FOR ERIE COUNTY

2008	5.8%
2007	4.9%

Source: NYS Department of Labor

BUFFALO - NIAGARA MSA

PRIVATE SECTOR EMPLOYMENT BY INDUSTRY

July 2008

(Data are not seasonally adjusted. Data are preliminary and subject to revision.)

Industry	#*	%
Natural Resources	20,700	2.7
Construction & Mining		
Manufacturing	58,600	7.7
Wholesale & Retail Trade	84,100	11.1
Trans., Warehousing & Util.	101,800	13.4
Finance & Insurance	26,600	3.5
Services	374,700	49.4
Government	91,600	12.2
Total	758,100	100

Source: NYS Dept. of Labor

*Rounded to the nearest hundred

MAJOR PRIVATE SECTOR EMPLOYERS

(FULL-TIME EMPLOYEES IN WNY)

Kaleida Health www.kaleidahealth.com	10,000
HSBC Bank U.S.A. N.A. www.us.hsbc.com	5,848
Buffalo City School District www.buffaloschools.com	5,389
Catholic Health System www.chsbuffalo.org	5,191
Employer Services Corp. www.myesc.com	5,033
Tops Markets Inc. www.topsmarkets.com	4,600
M&T Bank www.mtb.com	4,431
Seneca Gaming Corp. www.senecagamingcorp.com	4,009
Catholic Diocese of Buffalo www.buffalodiocese.com	3,500
Wegman's Food Markets www.wegmans.com	3,009
Roswell Park Cancer Institute www.roswellpark.com	3,000
Seneca Niagara Casino www.senecaniagaracasino.net	2,715
ECMC Corp. www.ecmc.edu	2,673
Elderwood Senior Care www.elderwood.com	2,622
Delphi Thermal & Interior www.delphiauto.com	2,600
Wilson Farms Inc. www.wilsonfarms.com	2,500
Dresser Rand Co. www.dresser-rand.com	2,400
People Inc. www.people-inc.com	2,372
Moog Inc. www.moog.com	2,370
Verizon-New York www.verizon.com	1,975
Mercy Hospital of Buffalo www.chsbuffalo.com	1,767
General Motors Powertrain-Tonawanda Engine. www.gm.com	1,600

Source: Business First Book of Lists, 2009

WEB SITES FOR REGIONAL INFORMATION, LABOR MARKET INFORMATION AND DEMOGRAPHICS

Buffalo Niagara Enterprise | www.buffaloniagara.org

NYS Department of Labor | www.labor.state.ny.us

U.S. Census Bureau | <http://factfinder.census.gov>

WNY Regional Information Network | <http://wnyrin.com>

Workforce NY | www.workforcenewyork.org/Imi/

Corporations

A New York State corporation is an entity separate and distinct from the individual(s) who own and manage the business. A corporation can sell, buy, and inherit property in its own name and is legally endowed with rights, powers, and duties in the conduct of lawful activities. Business corporations operate for profit and can raise capital by selling shares of interest in the corporation. A corporation's debts and obligations are distinctly its own. Form: Certificate of Incorporation. Obtain this form from the NYS Departments of State, purchase it from a legal stationery store, have it prepared by an attorney, or apply online at **www.nys-opal.com**.

- Fees: \$5 for each name search, \$20 for reservation of name, \$125 for Certificate of Incorporation and a minimum tax of \$10 to cover stock issuance.
- Tax Information: Corporations must file a franchise tax report and pay a franchise tax for all or Part of each calendar/fiscal year the corporation exists. They must file federal tax returns. Refer to this brochure's "Tax Information" for contact information.
- S Corporation: Under Sections 1362 of the Internal Revenue Code, certain small business corporations may report income on personal tax returns. Individual shareholders who wish to obtain this option must file federal Form 2553. Once the Internal Revenue Service grants approval, you must file Election Form CT-6 with the NYS Department of Taxation and Finance.
- Non-for-Profit Corporation: Not-for-Profit corporations cannot distribute assets, income, and statue. The filing fee is \$75 with the NYS Department of State. You must obtain approval from the Internal Revenue Service before requesting approval from the NYS Department of Taxation and Finance.
- Foreign Corporation: The NYS Department of State authorizes an out-of-State Corporation to conduct business in New York. The basic filing fee is \$225 and a certificate of existence or good standing is always required from the jurisdiction that originally organized the corporation.

www.dos.state.ny.us individual(s) who own and manage the business. A corporation can sell, buy, and inherit property in its own name and is legally endowed with rights, powers, and duties in the conduct of lawful activities. Business corporations operate for profit and can raise capital by selling shares of interest in the corporation. A corporation's debts and obligations are distinctly its own. Form: Certificate of Incorporation, obtain this form from the NYS Department of State.

• **Buffalo and Erie County Library**

The business section of the Erie County Library has numerous references about planning, starting and running a small business. www.buffalolib.org or call 858-8900

• **Buffalo Economic Renaissance Corporation (BERC)**

An agency, whose mission is to help, stimulate, assist and develop businesses in the City of Buffalo. BERC offers training, loan dollars, incentive programs, technical assistance and many other resources needed for the entrepreneur to turn innovative idea into a successful business. www.berc.gov or call 854-5906.

• **Buffalo Niagara Enterprise**

Is a nonprofit, private business development and regional marketing organization dedicated to the Niagara Region businesses to assist them to locate, grow and start up. www.buffaloniagara.org or call 842-1330.

• **Buffalo Niagara Partnership**

Works for growth in our region and offers assistance to its members to help them save money and increase revenue. It advocates everyday for an improved business climate in the region. www.thepartnership.org or call 852-7100.

• **Buffalo's Mayor Office of Contract Compliance**

Provides technical assistance to contractors in developing policies and plans that recognize and utilize the laws and regulations of the federal and Section – 3 policies, in addition to the City's Minority & Women Business Enterprise. www.ci.buffalo.ny.us or call 851-5531.

• **Buffalo State College Business Development Center**

Specializes in free one-on-one counseling for small business owners as well as training and instructional programs targeting the individual needs and interests of entrepreneurs www.smallbus@buffalostate.edu or call 878-4030.

• **Canisius College Women's Business Center**

To provide entrepreneurs and small business owners with a focus on women, the critical skills, knowledge, tools and support network to increase their successes and positively impact the economic development in their communities. www.canisius.edu/wbc or call 888-8280.

• **Clarence Industrial Development Agency**

To assist private sector industrial and business development in the Town of Clarence. www.erie.gov/clarence/depts or call 741-8930.

• **Empire State Development**

Works to make a positive impact on business locations and expansions. www.empire.state.ny.us or call 856-8111 or 1-800-782-8369.

• **Erie County Industrial Development Agency**

Promotes & assists private sector industrial/business development in an effort to advance job opportunities and economic growth. www.ecidany.com or call 856-6525.

• **Hamburg Development Corporation**

Assists business creation in the Town of Hamburg. www.townofhamburg.com or call 648-2125.

• **Greater Lockport Development Center**

Provides numerous programs to assist new and existing business development in Lockport. call 439-6688.

• **Lackawanna Community Development**

Offers tax incentives, low cost financing and technical assistance to existing business within the City and to new companies interested in locating in the City of Lackawanna. www.lhdcorp@aol.com or call 823-5124

• **Lackawanna Empire Zone**

They offer tax incentives, abatements, credits & benefits for businesses that expand into our start up in a designated area in the First Ward in the City of Lackawanna in order to create jobs and spur community growth.

• **Minority and Women Business Enterprise**

Their mission is to better prepare Minority and Women Business Enterprises to seek and win public and private sector business opportunities. www.mwbe.com

• **NYS Banking Department**

Offers technical and financial assistance to small businesses. www.banking.state.ny.us

• **NYS Business Development Corporation**

Their mission is to promote activity within New York State by providing innovative loans to small and medium businesses. They provide credit opportunities to women-owned businesses. www.nybdc.com or call 626-3423.

• **NYS Energy & Development Authority**

Provide numerous assistance programs for businesses relating to energy efficiency. www.nyserda.org or 1-866-NYSERDA

• **NYS Small Business Center**

Provides numerous and new resources for small businesses, www.nylovessmallbiz.com

• **Orchard Park Economic Development Committee**

They assist businesses to locate and expand in Orchard Park. Promotes commercial and industrial properties with innovative programs. www.orchardparkny.org or call 662-0236.

• **University at Buffalo School of Management**

A vital resource for businesses in Western New York. Offers the 10 month CORE Program to enhance the management abilities of business leaders and the profitability of their firms. www.mgt.buffalo.edu or call 885-5715.

• **Upstate Regional Minority Purchasing Council, Inc.**

Their mission is to encourage and facilitate procurement and business opportunities between Corporations and MBEs in order to fulfill their respective/mutual business objectives. They promote education and growth of Minority Business Enterprises, thereby enhancing the economic viability of our communities www.unyrmpci.org or call 871-4120.

• **United States Census Bureau**

It is a leading source of quality data about the nation's people & economy. www.census.gov or call 1-800-562-5721.

• **United States Department of Labor**

The Bureau of Labor statistics is the principal fact finding agency for the Federal Government in the broad field of labor economic and statistics. www.bls.gov or call 1-202-691-5200

• **United States Small Business Administration-SCORE**

Buffalo & Niagara SCORE can help you successfully start a business, guide you in securing financing for your business and assist you in developing an effective business plan. www.scorebuffalo.org or call 551-4301

• **United States Small Business Association**

Their mission is to advance knowledge and foster business development through entrepreneurship education and research. www.usabe.org or call 551-4416

➤ **ADJACENT COUNTY CONTACTS**

(Quick reference)

C A T T A R A U G U S

Cattaraugus County Government

<http://www.cattco.org/>

303 Court Street
Little Valley, NY 14755
Hon. Crystal J. Abers, Chairman of County Leg.
John R. Searles, Clerk
Telephone: 716-938-2577
Fax: 716-938-2760

Cattaraugus Industrial Development Agency, County of

www.catcoida.com

PO Box 1749, Three East Washington Street
Ellicottville, NY 14731
Corey R. Wiktor, Executive Director
Telephone: 716-699-2005
Fax: 716-699-2942

C H A U T A U Q U A

Chautauqua County Government

<http://www.co.chautauqua.ny.us>

Three North Erie Street
Mayville, NY 14757-1007
Hon. Gregory J. Edwards, County Executive
Telephone: 716-753-4000
Fax: 716-753-4756

Chautauqua County Industrial Development Agency & Dept. of Economic Development

<http://www.ccida.com>

200 Harrison Street
Jamestown, NY 14701
William Daly, Administrative Director
Telephone: 716-661-8900
Fax: 716-483-6679

G E N E S E E

Genesee County Government

<http://www.co.genesee.ny.us>

The Old Courthouse
Seven Main Street
Batavia, NY 14020
Hon. Mary Pat Hancock, Chairman of County Legislature
Jay A Gsell, County Manager
Telephone: 585-344-2550
Fax: 585-344-8582

Genesee County Economic Development Center

<http://www.gcedc.com>

One Mill Street
Batavia, NY 14020-3118
Steven G. Hyde, CEO
Telephone: 585-343-4866
Fax: 585-343-0848

N I A G A R A

Niagara County Government

<http://www.niagaracounty.com>

County Court House
PO Box 461, Lockport, NY 14094-2740
Hon. William Ross, Chairman of County Legislature
Greg Lewis, County Manager
Telephone: 716-439-7000
Fax: 716-439-7124

Niagara County Center for Economic Development

<http://www.nccedev.com>

6311 Inducon Corporate Drive
Sanborn, NY 14132
Samuel M. Ferraro, Commissioner
Dept. of Econ. Dev.
Telephone: 716-278-8750
Fax: 716-278-8757

W Y O M I N G

Wyoming County Government

<http://www.wyomingco.net>

143 North Main Street
Warsaw, NY 14569
A. D. Berwanger, Chairman of the Board
Telephone: 585-786-8800 (General)
585-786-8877 (Berwanger)
Fax: 585-786-8802

Wyoming County Industrial Development Agency & Planning & Development

<http://www.wyomingco.net/econ/homepage.htm>

6470 Route 20A, Suite 4
Perry, NY 14530-9796
Michael Heftka, Executive Director (WCIDA)
Telephone: 585-237-4110
Fax: 585-237-4113